

Business lifecycle... MATURITY STAGE

We specialise in advising fast-growth, entrepreneurial businesses and as such we understand their needs and have the breadth of expertise to advise across the range of services they require. We support our clients throughout their business lifecycle, through the various phases, providing a range of services as they change and become more complex, including supporting future change.

When you're a market leader, we can offer advice on how to cement your success and structure your business appropriately.

Corporate structuring

We have a wealth of experience advising UK and international groups on their business structure. It may be that you want to protect certain assets such as property, patents or IP, or it may be that you want to split-out specific products, services or sales channels into a separate vehicle to be sold as a distinct business unit. Structuring is often associated with international expansion, but there are lots of occasions in a business's lifecycle when it's relevant to consider the most tax efficient and commercial structure.

VAT review

The haysmacintyre VAT team has a track record of communicating complex requirements in a results oriented and practical way, without losing sight of the inevitable complexities and areas of uncertainty. They can provide assistance with VAT reviews, highlighting VAT efficiencies, partial exemption calculations, preparation for inspections and inspection visits.

Debt vs equity advice

It's often assumed that scaling businesses shouldn't take on debt or don't have access to debt finance until they reach profitability. This isn't always the case and it's useful to understand the different types of finance your business is likely to have access to.

Discussing the pros and cons of debt and equity with us may introduce you to alternative finance that you weren't aware of and which might be more suited to your business than traditional methods.

Vendor due diligence

Should you decide to expand through acquisition, our transaction services team will assist with any financial and tax due diligence support you may require.

In conducting our work, we apply our specialist sector knowledge and our practical experience of working with businesses and importantly the individuals within them. We apply this experience to scope out a detailed approach at the start of each assignment and to engage with the target management team to ensure we extract the most detailed, relevant information for our clients. The areas we normally review and comment on for agreed accounting periods include:

- Recent management accounts and historical financials
- Forecasts and cash flow
- Quality of income review
- Financial systems and controls
- Current and historic corporation tax position, including review of R&D claims made in the past
- VAT affairs
- Employment taxes, including benefits reporting
- Share schemes
- Statutory filings status and shareholder register

These areas are led by experts in the relevant fields reporting into the overall engagement partner and manager, who are responsible for bringing the overall due diligence report together. Throughout the assignment we communicate with our clients to ensure that they are kept abreast of key developments and any major developments that could potentially influence the deal value or structure.

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Committed to Sustainability

Much of our success comes from providing our clients with multiple services as we integrate ourselves within their business, becoming a trusted advisor to the founding team. Critically our clients receive a joined up service, having one or two main points of contact through whom channel all queries.

For further information and to request a fee estimate please speak with your usual haysmacintyre contact or Natasha or Jon on the details below.



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Employment tax review

We have a dedicated employment taxes team who advise on all PAYE and National Insurance related issues. The team works closely with our clients, often undertaking bespoke assignments including:

- Advising on the PAYE and National Insurance issues in respect of benefits in kind
- Advising on compliance reporting obligations under the business expense payments regime
- Drafting and updating staff expense and travel expense policies
- Assisting with HMRC employment status reviews and helping to implement an internal review process
- Structuring termination payments
- Advising on National Living and Minimum Wage Regulations
- Managing HMRC reviews

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