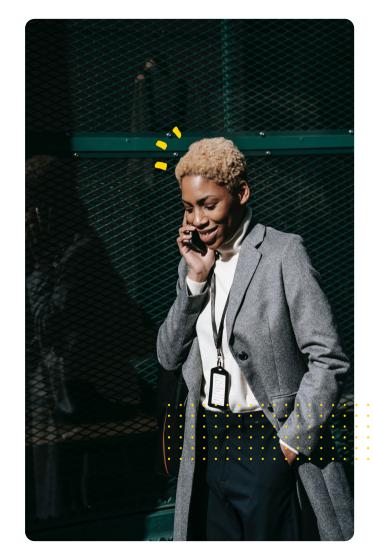


### **Content**

Our values	03
What differentiates us	06
Why choose us	10
Services & Industries	12
Outsourcing	13
A selection of our services	16
A selection of our industries	21
Overview of our services	27
Overview of our industries	28
Find your firm	31
Contact	32

## **Our Values**

Our values summarise the qualities of Xeinadin.
They drive the behaviors and standards
that we demonstrate in our work and in our
relationships.



#### We are

#### Innovative

New technology-driven competitors and platforms are disrupting every market including our own. We always strive to innovate, to find new and better solutions to your challenges.

#### Futurefocused

We know you care about what your future holds. We help our clients see around corners and make their future more successful.



We care about you and your future success. We are not here merely to provide a service or earn fees; we are here to help you achieve your personal and business goals, and to do that, we treat you as we would treat those closest to us.

#### We are

#### Collaborative

Working together as one firm enables us to deliver the best solutions for you, removing the limitations of geography or size.

#### Respectful

Our business relationships work best when they are founded on mutual respect. As such, we respect you and your individual circumstances, providing a consistent level of professional service.

## Relationship driven

Close trusted relationships are at the very heart of our business model. Our clients want fewer advisors they can trust to support them with more things, and valuing these relationships is vital to being able to provide you with personalised advice and support.

## What differentiates us

#### **Our Mission**

We inspire SMEs and their owner-managers in the UK and Ireland to overcome challenges and achieve their business and personal goals.

#### **Our Vision**

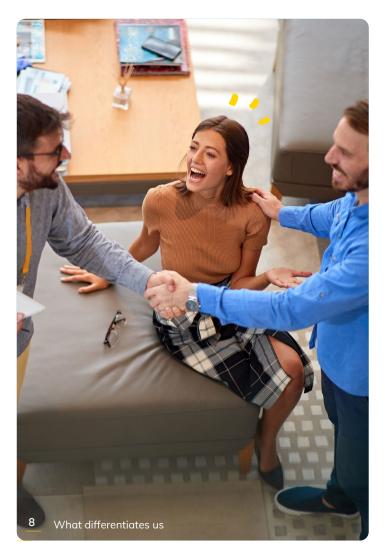
To be the most trusted business advisory and accountancy group for owner-managers of small and medium sized enterprises across the UK and Ireland.



## **Our People**

People are the beating heart of our business – not only our team members but also the clients we serve. By building personal and longlasting relationships, we develop a profound understanding of the unique challenges and opportunities that you face. By maximising the potential in our own people, we are able to build the right teams to deliver maximum potential in client projects.





## Your trusted business advisor

Building an organisation can be tough. Daily concerns include clients, sales, marketing, employees, office space... and not to mention financial control. Whether you run a local store, a medical facility, a travel agency, a non-profit organisation or any other company: we stand as your trusted business advisor and aim to partner with you, so we can help on a personal level and ensure that you get the most out of our skills.

Find your firm >

### Gateway to success

## Thousands of advisors

We have an extensive network of advisors spanning the UK

## Offices across the UK and Ireland

We are one of the UK and Ireland's largest professional services consolidator.

#### 60,000+ clients

We have already supported more than 60,000 clients in achieving their business goals and entrepreneurial dreams.

## Variety of services

From business growth advice & cloud accounting technology to corporate finance and strategic tax advice, we offer you a wide range of services.

## **Industry experience**

Thanks to our extensive knowledge and expertise, we can service a wide range of industries, from healthcare and retail to manufacturing and not-for-profit.

### Why choose us?

If you value a progressive, challenging finance partner that isn't afraid to ask the right questions and provides more than the traditional accountancy services, then Xeinadin is the partner you need. And there are more reasons to choose us:

1

#### Helping you grow

With innovation in our DNA and collaboration as our core-value, we are a caring and purpose-driven professional group, expertly equipped with the right tools to help you grow.

2

#### Data-driven business advice

With years of specialist experience and roots in local markets, we interact as a trusted advisor, partner and support network, delivering you unmatched, datadriven business advice at the forefront of technology.

3

#### **Benchmarking insights**

Using big data and AI technology across our client and industry network gives us the unmatched ability to compare your performance to the industry averages and KPIs, giving you valuable and detailed insights that drive productivity and growth.

Xeinadin has been so attentive and supportive to us after a disruption we suffered in our organisation. By helping to support our finance function, they have allowed us to focus on our facilities.

Dr. Susan Padgham

Managing Partner Doctors Surgery – Crowborough



Xeinadin manages to keep things on a level that I can understand and keep track of. They always seem genuinely passionate about their involvement with my business, and I really feel that they want it to succeed, which gives me great confidence.

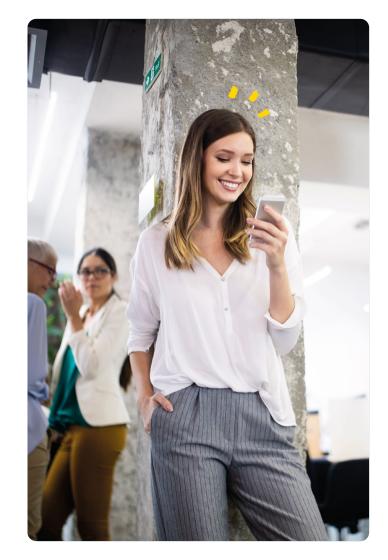
Alan Rogers

Managing Owner – Banbury Heating Supplies



## Services & Industries

Thanks to our expertise and deep understanding of local and global business environments, we can offer you our services as tailor-made solutions, regardless of the industry you do business in.



### **Outsourcing:**

### a tailored solution that fits any business

In today's dynamic business environment, organisations are seeking robust solutions for their accounting and related financial processes which will reduce costs, streamline procedures and improve operational efficiencies. Whether you are a start-up, SME, a multinational or notfor-profit organisation, we can help you achieve this with our professional and tailored business outsourcing solutions.

#### **Outsourcing solutions**

- Accounting systems & software
- · Accounting & financial reporting
- Bookkeeping
- Budgetary control
- Company formation and secretarial work
- Full finance function
- Management reporting
- Payroll
- VAT compliance

#### **Outsourcing benefits:**

### Access to skilled specialists

Outsourcing gives you access to our team of experienced professionals who will use their (local) knowledge and expertise to identify opportunities to strengthen controls, improve processes and increase efficiency.

#### **Cost savings**

Outsourcing delivers cost savings, not only in areas such as salaries but also in technology and infrastructure. You can save when investing in the latest technology, software and infrastructure by letting us manage it for you.

### Increased efficiencies & streamlined processes

Outsourcing provides you with increased efficiency, productivity and economies of scale, giving you an important competitive advantage.

#### Focus on core activities

Outsourcing your financial and administrative functions will free you to concentrate on achieving your strategic business goals and realise your entrepreneurial dreams.

#### **Risk management**

Our Business Outsourcing team provides you with the confidence that you are fully compliant with statutory and compliance obligations.

#### Peace of mind

You can carry on running your business with the assured knowledge that all your financial and administrative processes are running efficiently and effectively.

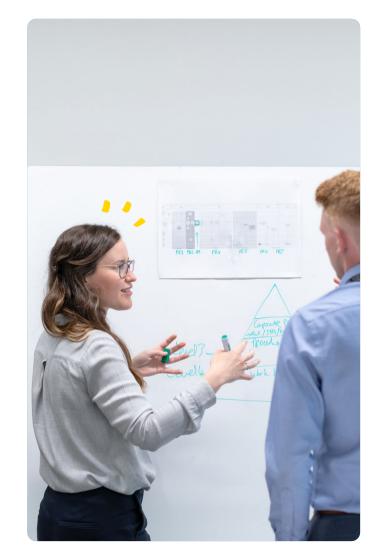


#### Gavin Rees

Managing Partner - AVRmobiles.co.uk Limited

## A selection of our services

From business growth support and cloud accounting technology to corporate finance and strategic tax advice, we offer you a wide range of services.



01

#### **Corporate Finance**

For an acquisition, multiple benefits lie in a successful transition. We guide you through the process, from exploring strategic options to advising and project managing the chosen solution. This way we can ensure your time is best spent and energy directed to essential activities, like maximising the value of your business. We also offer advice on the capital structure of your business and on possible fundraising opportunities and company valuations.

02

#### **Tax Planning**

Our Tax Planning Services can advise all businesses on tax planning, transaction support and compliance. Our service ensures that all the appropriate business structures are in place to help mitigate potential liabilities in the areas of Income Tax, Corporation Tax, Capital Gains Tax, Capital Acquisitions Tax, Stamp Duty and VAT. Our tax specialists combine their knowledge and experience to offer the best and most accurate advice.

03\_\_

#### **Business growth**

Our business growth support is specifically tailored for ambitious growing businesses and entrepreneurs that want to work closely with our advisors to help them achieve their strategic goals and entrepreneurial dreams. In other words: we can help you grow your business in a wide range of ways.

04

#### **Cloud Accounting**

Cloud Accounting provides you with real-time financial information and reporting. Your data can be accessed regardless of location or device. Real-time access to financial data empowers you to make informed management decisions. We specialise in providing leading cloud and invoicing software. Our target is to deliver real-time bookkeeping for your business.

05\_

#### **Auditing**

Our audit teams consist of experienced partners and a well-informed audit team. We take the time to know and understand your business and discuss with you the key audit risks. We proactively review financial management and taxation structures as part of the audit process and report to management on our findings. Our internal audit teams help provide businesses with independent assurance on risk management internal control and governance.

06

#### **Payroll**

We provide you with a fully comprehensive offsite payroll service, regardless of the number of employees. It'll reduce your workload, saving you valuable time and money. We deal with all aspects of your payroll and auto-enrolment requirements, including salary benefit schemes which means that your team gets to make their money go even further, all with your help. 07\_

#### Forensic & Investigation

We undertake forensic investigations for all purposes. For example, we can help with divorce or marriage disputes to determine entitlement in a financial settlement, commercial disputes where a business needs to understand the level of damage, or in fraud investigations to determine whether there has been a fraudulent act and, if so, assess the impact of said fraud.

80

#### **Accounts**

Relevant financial information is essential for your business to make informed decisions. We will provide you with periodic management accounts and highlights of key performance indicators. We will also prepare your statutory annual accounts to assist in fulfilling your obligations to report on the financial position of your business.

09

#### **VAT, Import & Export Duties**

We support our clients in maximising their VAT recovery position and help them minimise their exposure to VAT errors or penalties. We also advise organisations on import and export duties, especially for organisations with cross-border transactions that require in-depth knowledge.

## A selection of the industries we service

Thanks to our knowledge and expertise, we can service a wide range of industries, from retail and manufacturing to not-for-profit and tourism.

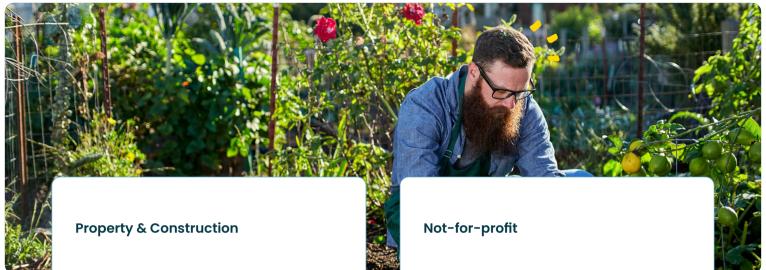


#### Healthcare

Healthcare is a constantly evolving sector. Providers and commissioners of healthcare face an ageing population, advances in medical technology and a drive to achieve greater efficiency. We have the industry experience, skills and technical expertise necessary to design and implement practical solutions for your organisation.

#### **Family Businesses**

Family-owned companies outperform their nonfamily counterparts in terms of sales, profits, and other growth measures. This high performance is the result of the inherent strengths that family businesses have. We have many years of looking after family businesses, and through our experience and knowledge, we help them thrive.



Our clients in this sector include investors, developers, funds, real estate agents and related professional services advisors. We recognise the industry issues and challenges and work closely with you to provide advice on your local issues, such as acquisition/disposal, tax planning, VAT, cash management and fundraising.

We have vast knowledge and experience advising not-for-profit organisations, including community groups, academies, voluntary organisations, social enterprises, unincorporated associations, development trusts, bonafide cooperative societies, CICs and charities. Our aim is to help these organisations with the many regulatory and financial demands placed on them.

#### Travel & Tourism

The travel and tourism sector is changing, from digital impact and sharing economy to increased legislation and regulations. We'll help you take full advantage of new opportunities and meet new challenges as they arise. Our years of experience providing audit, tax and advisory services to the travel and tourism sector will help support your business.

#### Retail

The dynamic economic environment is particularly challenging for the retail industry. A key success factor is maintaining strong financial control. We assist retailers in ensuring this control is in place. We advise on how to keep key performance indicators such as margin control, product analysis, or cash management within constraints.

#### Energy & Renewables

In the energy sector, where capacity margins are at their lowest levels, there are legal targets for carbon emission reduction and ongoing concerns about affordability and energy bills. We advise companies involved in oil and gas, mining and chemicals, electricity generation, electricity and gas distribution, transmission companies, and water companies.

#### Manufacturing

Globalisation, the rapid development of communications technologies and the growth of emerging market economies present considerable challenges to the traditional manufacturing sector.

We fully understand the manufacturing industry and provide specialist advice to a variety of manufacturing companies to help them overcome the challenges they face.

#### Media & Technology

The telecom markets are fiercely competitive, with major players cutting costs and working hard to drive growth. "Digital" is both a tremendous opportunity and a significant threat. How Media & Technology companies respond will determine whether they can remain relevant. We understand this fast-moving industry and have experience within this marketplace.

#### **Credit Union Services**

We have provided audit and advisory services to credit unions for over 30 years. Our hands-on, service-orientated philosophy ensures insightful observations and recommendations that focus on the success of the Credit Union, whether you have assets of  $\$ 5 million or  $\$ 500 million.

## Our services



- Audit & Assurance
- Accounts
- Bookkeeping
- Business Advice
- Cloud Accounting
- Corporate Finance

- Corporate Recovery
- Environmental Taxes
- Financial Control Outsourcing
- Forensic Accounting
- Grant Writing
- Making Tax Digital

- Payroll
- Probate
- Research and Development Tax

  Credits
- Tax Planning
- VAT Services

## **Our** industries

- Asset management
- Charity
- Construction & Real estate
- Credit Union Services
- Dental and medical
- Digital, media and leisure
- Education
- Energy & Renewables
- Energy and natural resources
- Entertainment and Film
- Family Business
- Farming and rural business

- Financial services
- Foreign Direct investment
- Forensic and expert witness
- Healthcare
- Hospitality
- Independent advisors and
- consultants
- International
- Manufacturing
- Media & Technology
- Motor trade
- Not for profit

- Outsourcing
- PR and marketing
- Property & Construction
- Public sector
- Retail
- Science and research
- Solicitors
- Sport
- Start-Ups
  - Travel & Tourism

## We've supported these organisations

How entrepreneurs, SMEs, corporations and not-for-profit organisations experience us.

The team of Xeinadin is very professional and always gives clear, impartial advice and guidance promptly and efficiently. The annual audit and preparation of accounts has always run smoothly and efficiently.

Ali Silk

Finance Manager – The Harvey Grammar School



The team of Xeinadin really go the extra mile for their clients. They are particularly adept at helping clients moving to or investing in Ireland from abroad, with an in-depth knowledge of local tax and accounting matters.

Flor McCarthy

Managing Partner – McCarthy & Co. Solicitors



The team of Xeinadin is personable, professional and always happy to help from Tax to bonding. We feel that they have really helped to ensure Club Europe remains stronger than ever as we enter our 40th year of operation.

### *Tim Johnson*Managing Director – Club Europe

## A network of specialists

One of our major advantages lies in our extensive network of more than 1,900 team members, spanning the UK and Ireland. This network of specialists enables us to provide a local mentality with expert knowledge on a global scale. And thanks to that we're always nearby.

#### Find your firm

Go to our website, use the Firm Finder, find your local business advisor and get in touch. We are ready to help you achieve your strategic business goals and realise your entrepreneurial dreams.

Find your firm >



# We are

Xeinadin Head Office Becket House, 36 Old Jewry, Bank

London, EC2R 8DD

The United Kingdom

hello@xeinadin.com