

A simple philosophy



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We all know the world is becoming ever more competitive. In this environment our clients constantly inspire us with their determination and entrepreneurial spirit. That talent for innovation is particularly crucial as a successful business or charity grows to the point where it is competing with both much bigger organisations and new market entrants.

As a top 20 firm of accountants, Kingston Smith LLP faces a similar challenge. We often compete with the largest firms, but there are always new small firms coming through with niche services to compete against us. We therefore do our best to provide a level of service, quality of advice and commitment that is quite simply beyond expectation.

We understand that personal aspirations and financial issues are a vital part of motivation and, whether you are involved in business or are an individual client, we offer a dedicated wealth advisory service to minimise taxation and help look after your financial position whilst reducing risk. We strive to gain an in depth understanding of your business and marketplace. We promise a team of dedicated professionals with the commercial sense needed to provide practical advice to help you meet your goals. We will keep an eye on the bigger picture, watching out with you for market developments, tax and other legislation and new opportunities for you. But most of all we understand that access to the right professional advice at the right time can make the difference between success and failure. In short, we will do our level best to help you succeed.

I hope this brochure will give you a flavour of how we do that, so please give us a call or visit our website, www.ks.co.uk.

Michael Snyder
Senior Partner



A simple philosophy...

We want to help clients succeed. That's why we allocate each client, irrespective of size, a dedicated client service team headed by a partner and a manager.

Your team gives you a regular and consistent point of contact within Kingston Smith. Their role is to anticipate your needs rather than react to them. We believe service beyond expectation is a crucial factor in building a lasting relationship.



...helping
clients
succeed

“We choose to work with Kingston Smith because they combine professionalism and attention to detail with a friendly approach. We have an excellent working relationship with them and they have made a real effort to understand the context in which we work and what is important to our business needs. Their detailed knowledge of our practice has frequently helped us to identify problems (and solutions) in our own business.”

Ken Winberg
Practice Director, Edwards Duthie Solicitors

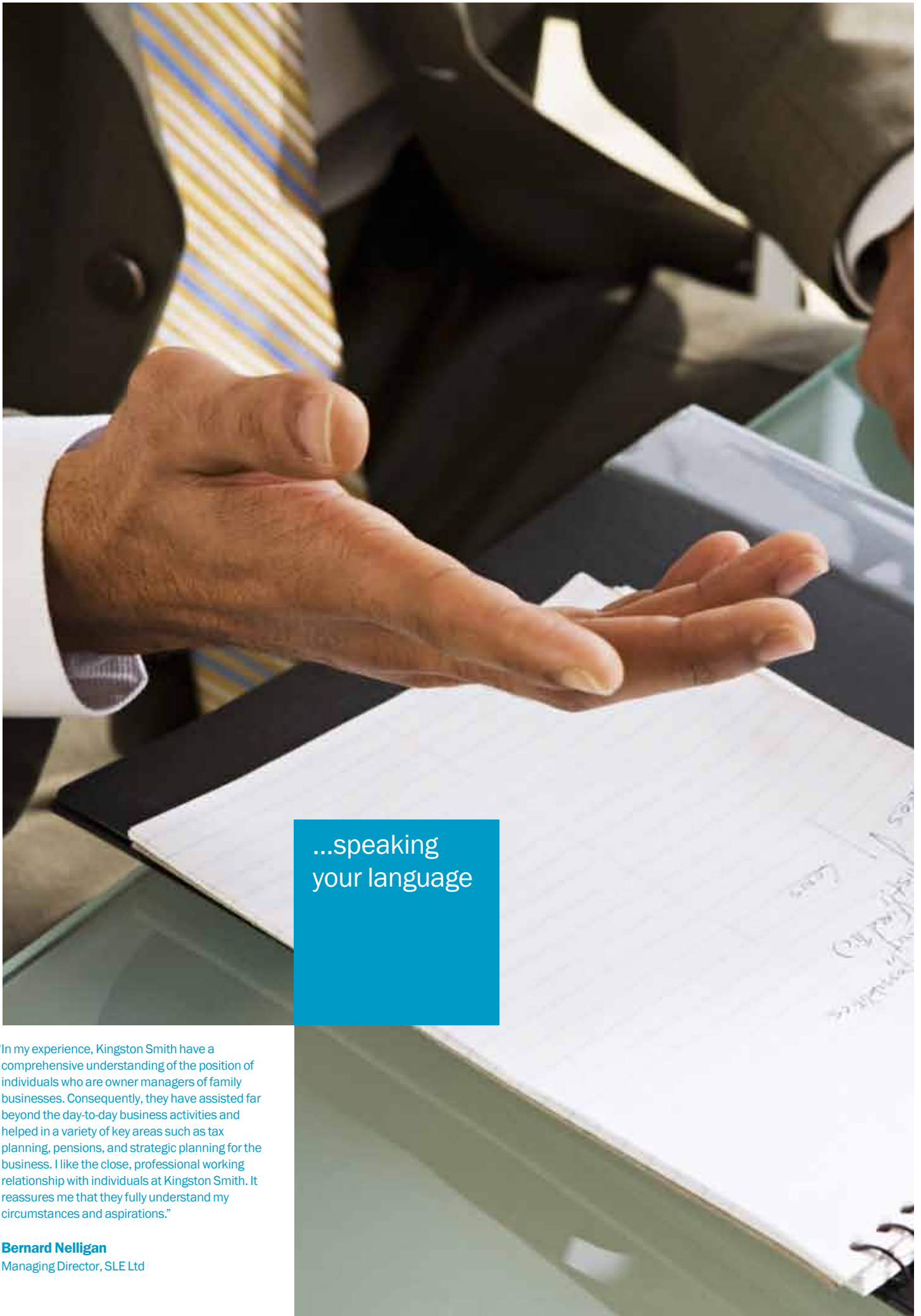
Our goal...

Specialist advice for entrepreneurial businesses, not-for-profit organisations and private individuals.

It's our goal to support you in all your organisation's endeavours. That's why we promise practical help and enthusiasm alongside technical expertise – in plain, jargon-free English!

Our clients comprise three broad categories – entrepreneurial businesses, not-for-profit organisations and private individuals. By focusing on these specific markets we can ensure our advice is relevant, knowledgeable and commercial. We will deal with your affairs efficiently to meet your developing needs.

When you need it, your client service team will involve specialist Kingston Smith advisers in areas such as audit and tax, as well as HR consultancy, risk management and corporate finance. The client service team's role is to tailor that technical expertise and advice specifically to help you meet your goals.



...speaking
your language

"In my experience, Kingston Smith have a comprehensive understanding of the position of individuals who are owner managers of family businesses. Consequently, they have assisted far beyond the day-to-day business activities and helped in a variety of key areas such as tax planning, pensions, and strategic planning for the business. I like the close, professional working relationship with individuals at Kingston Smith. It reassures me that they fully understand my circumstances and aspirations."

Bernard Nelligan
Managing Director, SLE Ltd

Our diversity...

A wide range of services for every stage
of your organisation's growth.

Most of our client organisations are managed by the people who own them or who originally started them. Through our many years' experience of dealing with all types of entrepreneur we understand how you think and the various stages of the business cycle that your organisation will experience. This has enabled us to build up a wide range of specialist services in addition to audit and accounting work, to support you through the opportunity and uncertainty that comes with change.



...your focus

“Kingston Smith have been our auditors and advisers for over 40 years and have, over the years, always provided us with helpful and sound advice. Their Automotive expertise has developed throughout this long period and I would have no hesitation in recommending them as a reliable and well informed business partner.”

Robert Smith

Managing Director, SG Smith Motor Group

Synergy...

The role of your client service team is to understand your business and your marketplace so that we can tailor the right Kingston Smith service just when you need it. It's this synergy of sector expertise and tailored specialist services that makes our difference.



A woman with dark, curly hair, wearing a grey button-down shirt, is smiling and looking down at a document she is holding. She is in a meeting setting, with another person's face partially visible in the foreground on the right. The background is a bright, out-of-focus office environment.

...making a
difference

Our corporate finance experts assisted equity and venture capital leader, GLE Group, in the acquisition of YFM Group, the UK's small company investment specialists.

"Kingston Smith's assistance, attention to detail and commercial insight in all aspects of this transaction helped greatly in achieving an excellent outcome. This relationship will further build on the national presence and strong reputation of YFM."

Martin Large
Chief Executive, GLE Group

Right place...

A Kingston Smith office close at hand – with global links.

Accessibility is an important part of our service. The Kingston Smith group has six offices in London and the South East: in the City and West End, Hayes, Redhill, Romford and St. Albans. Because we are close at hand, it's easy for us to come to your offices, wherever you are.

The close relationship we have with our fellow members of KS International, an association of independent professional services firms in some 63 countries around the world, means that we can also meet your overseas needs. We have also helped many overseas businesses to set up operations in the UK as well as supporting our UK clients' expansion abroad.



...right time

“Kingston Smith worked with their colleagues at KSi in Brazil to provide financial due diligence on a recent acquisition of ours in Rio. Their report focused on the main commercial risks and was clear, concise and highlighted a number of key areas for management to focus on when completing the deal.

All of the work was delivered on a timely basis and was cost effective. I am looking forward to working with them again on future transactions both in the UK and overseas.”

Edward Leask

Director of Sports Marketing, Chime Communications PLC

Our advice...

Dedicated Private Client Service for individuals.

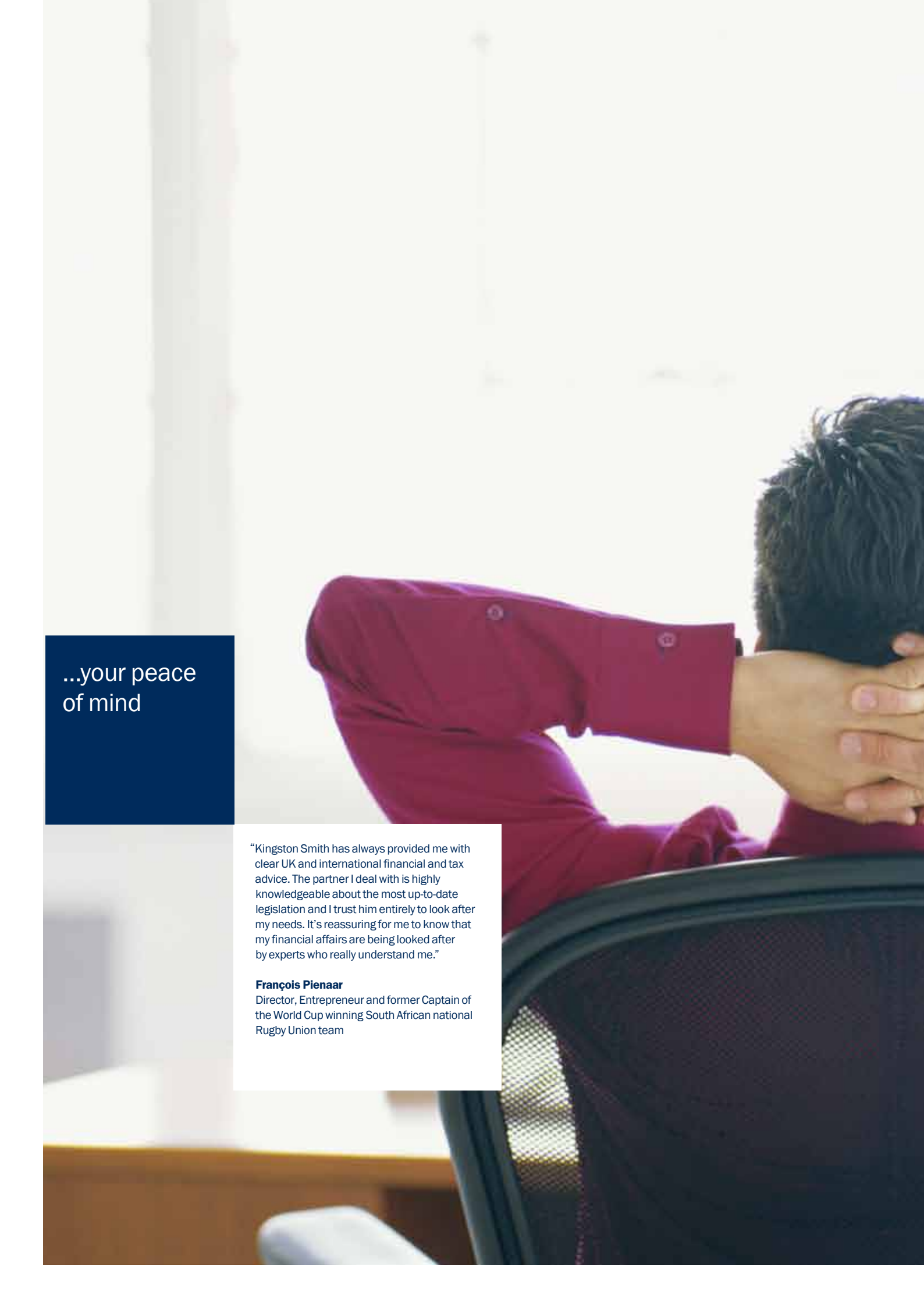
Kingston Smith's Private Client Service offers a multi-disciplinary approach to personal financial and tax planning, drawing on the knowledge of tax specialists, legal advisers, investment strategists, mortgage advisers and accountants. We take care of your financial planning, administration and much more.

Each private client has access to suitably trained professionals who will take the time to understand your current financial position and your plans for the future. Your advisers will then build a strategy for you and co-ordinate specialists from within the firm to deliver it.

The advantage of this approach is that your Private Client Specialist can anticipate your needs rather than just reacting to them. This helps you to:

- Protect and grow your wealth
- Minimise your tax burden
- Structure your finances conveniently for your busy life
- Identify and achieve your short, medium and long-term objectives
- Spend less time on day-to-day financial administration

We give you peace of mind: the comfort of knowing that you have a dedicated team working to achieve your financial goals, now and in the future – leaving you time to enjoy your life to the full.



...your peace
of mind

"Kingston Smith has always provided me with clear UK and international financial and tax advice. The partner I deal with is highly knowledgeable about the most up-to-date legislation and I trust him entirely to look after my needs. It's reassuring for me to know that my financial affairs are being looked after by experts who really understand me."

François Pienaar

Director, Entrepreneur and former Captain of the World Cup winning South African national Rugby Union team

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Kingston Smith LLP is registered to carry on audit work and is regulated for a range of investment business activities by The Institute of Chartered Accountants in England and Wales.

Kingston Smith Financial Advisers Ltd is an appointed representative of Argentis Financial Management Ltd which is authorised and regulated by The Financial Services Authority.

Devonshire Corporate Finance Ltd and HR Insight Ltd are all authorised and regulated by The Financial Services Authority.