



# Manufacturing

## Specialist Manufacturing Accountants

## Newsletter

Summer 2017

### Introduction

Welcome to our Summer 2017 manufacturing newsletter.

It is hard to believe that we are already half way through 2017. With the snap General Election firmly behind us attention now turns back to the Brexit negotiations. It has been a turbulent period for the UK economy and this looks set to continue as we enter the back half of the year. In this issue, we look at how car production has fallen at the fastest rate in over two years, Boeing opening a factory in Sheffield and the tax opportunities for small business owners.

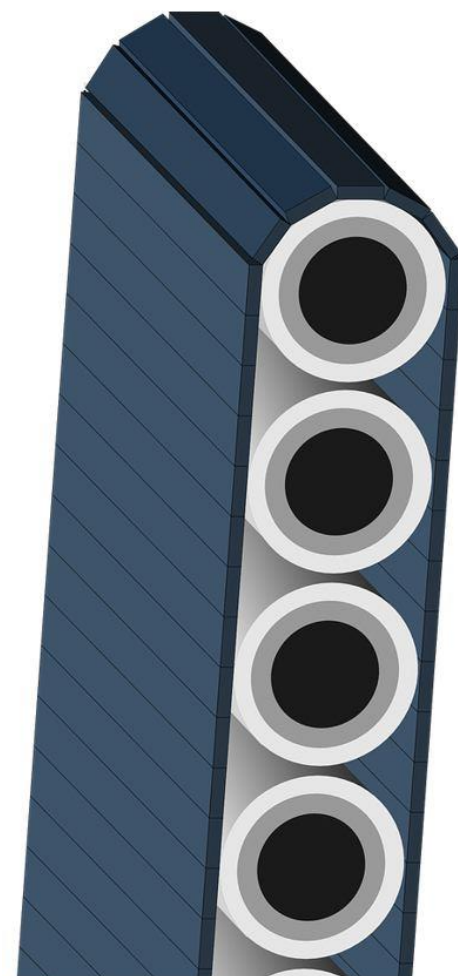
### In this issue, we look at:

- Boeing to open new manufacturing factory in Sheffield
- Rates system and appeals from April 2017
- Tax opportunities for small business owners
- Car production falls at fastest rate in UK for more than two and a half years
- R&D tax incentives – don't miss out!
- The Election result: What are the tax implications?
- CEO Fraud
- Tony Nickson joins Hawsons as VAT Consultant

We hope you enjoy this edition of our newsletter and, as always, please get in touch if you would like any further information.



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### Hawsons are specialist manufacturing accountants

Hawsons has a dedicated team of specialist manufacturing accountants. Our specialist team offers a wide range of services which are tailored to meet your individual needs. Our understanding of the issues faced by the manufacturing businesses means that we can proactively seek out ways for you to maximise your profitability and minimise your tax liabilities.

Our specialist team acts for a large number of manufacturing organisations across each of our Sheffield, Doncaster and Northampton offices. For more information on our manufacturing expertise, including the services we offer and our experience, please visit:

[www.hawsons.co.uk/manufacturing](http://www.hawsons.co.uk/manufacturing)

# Boeing to open new manufacturing factory in Sheffield

It was recently announced that Boeing are to open a new factory, and the first in Europe, in Sheffield, and will be built alongside the University of Sheffield's Advanced Manufacturing Research Centre (AMRC).

Boeing are to work with AMRC to develop manufacturing techniques that can be used at the new factory, while also initiating a major research and development programme.

The idea behind bringing Boeing to Sheffield is to reduce costs and enhance production efficiency, and will enable Boeing to manufacture key high-tech actuation components and systems used in Boeing's Next-Generation 737, 737 MAX and 777 aircraft.

The AMRC has grown over the past 16 years to include over 90 partners, ranging from aerospace, medical, automotive and construction, and has become world renowned for its ability to develop new manufacturing techniques and technologies. As well as utilising the AMRC's existing capabilities, Boeing are expected to start the recruitment process in 2018 and will capitalise on Sheffield's skilled workforce.

The announcement from Boeing mirrors that of the recently announced new partnership between the AMRC and McLaren Automotive.

McLaren are working with the AMRC in order to help develop the advanced manufacturing processes that will help McLaren speed up the production of its chassis for the future cars at its new site, the Composites Technology Centre, which is also going to be built in Sheffield.

In the UK, Boeing currently employs around 2,300 staff, working in both civil and military fields. They also recently won two contracts for the British Military, where they will supply the P-8 Poseidon spy plane for the RAF, as well as upgrading the army's fleet of Apache helicopters. While very little work will actually be carried out in the UK, the deals were reportedly worth around £5bn.

Chris Hill, manufacturing Partner at Hawsons, commented: "This is a major coup, not only for the University of Sheffield, but also for Sheffield as a city. Boeing will bring its world-renowned name to Sheffield and also provide the Sheffield people with jobs - further showing the skills we have here in the city. Economically, it will do the region a world of good, benefiting from the production of Boeing's technology and McLaren's cars. It shows once more that Sheffield is a hub for manufacturing and hopefully the city can attract more reputable companies to the city in the future."

## Rates system and appeals from April 2017

The Valuation office Agency has completed the revaluation of rateable values on all properties to reflect the changes in the property market since 2008. Local Councils will use this value to calculate business rates bills from 1 April 2017. If your rateable value is below £12,000 you may be eligible for small business rate relief of 100%. In addition, there is a new appeals system. The Government is trying to reduce the number of appeals whilst streamlining the system.

There is a new three stage appeal system: Check, Challenge, Appeal.

### **Check:**

- Factual information is confirmed by the rate payer e.g. floor area.
- The VO (Valuation Office) has three months to respond to the provision of information
- The rate payer then has four months to move to the challenge stage and the VO has 18 months to respond

### **Challenge**

- The rate payer submits their opinion of rateable value based on the rental value of the property at 1 April 2015
- This is a crucial stage as evidence cannot be submitted after this

If these two stages do not result in agreement, the rate payer can make a formal appeal to the Valuation Tribunal. It is worth considering the use of professional help to avoid losing out because of technical issues including the timing of the presentation of evidence. Challenges can be made on the grounds of physical change to properties or disturbances as well as rental values. In England, there will be transitional arrangements to phase in large increases in liability. Many professional surveyors do this work on the basis of a percentage of the saving achieved.

# Tax opportunities for small business owners

There are many tax opportunities available for small business owners, as well continually falling corporation tax rates. In this article, we take a look at some of the opportunities available to you.

## Falling corporation tax rates

Corporation tax rates were once again cut by the Chancellor in the 2016 Budget, which has seen the main rate fall to 19% in this year and 17% in 2020. The corporation tax rate currently stands at 19% and is at its lowest point for over 20 years, falling from a much higher 28% just six years ago.

A falling corporation tax rate brings many opportunities for small business owners and will likely have a knock-on effect on inward investment, staff recruitment, staff retention plans and business confidence.

## Annual Investment Allowance

The Chancellor announced in the Summer 2015 Budget that the Annual Investment Allowance (AIA) will be set permanently at £200,000 from 1 January 2016 – this is still a generous figure. The AIA was increased to £500,000 from 1 April 2014 for companies or 6 April 2014 for unincorporated businesses until 31 December 2015, but it was suggested that it may reduce back to £25,000 after this date.

## Who can claim AIA?

The AIA provides a 100% deduction for the cost of most plant and machinery (not cars) purchased by a business, up to an annual limit and is available to most businesses. Some of the examples of where you can claim the AIA include lifts and escalators, electrical systems, office equipment, machinery, furniture and vans and lorries.

## Caution

You will need to be very careful of timings in order to maximise your AIA.

## R&D tax relief

The government is fully supporting innovation and R&D tax relief is now a very attractive and widely available relief. Latest figures released by HMRC show that more SMEs are now claiming more R&D tax relief than ever before, but there are still thousands of projects being overlooked. The government have also recently introduced measures to make it even easier for small businesses to claim R&D tax relief.

## How does R&D tax relief work?

R&D tax relief is available to both small businesses and large companies, with the small business rates being particularly generous. Small businesses obtain 'super-deduction' equal to 130% of expenditure on labour and materials whilst large companies obtain a tax credit of 11%.

## Case study

Over the past few years we have worked with many businesses in successful claiming R&D tax relief, amounting to hundreds of thousands of pounds.

An important point to remember is that to claim this relief, you don't have to work in a lab or wear a white coat. We have submitted successful claims for IT & Software businesses, Food & Beverage businesses, as well as the more obvious Healthcare & Medical, Manufacturing and Engineering businesses. Whether you're developing a new product, service or process or materially improving an existing one, it may be worth speaking with Hawsons today.

# Car production falls at fastest rate in UK for more than two and a half years



UK car manufacturing seems to have gone backwards in April, as the production rate fell at the fastest level for more than two and a half years. Experts said that this echoed a 20% drop in new car sales, but the overall outlook is positive.

According to the Society of Motor Manufacturers and Traders (SMMT), 122,116 cars rolled off the production line in April, making it 18% fewer than in April the previous year.

The later than usual timing of Easter is what is being held responsible for the cause of the sharpest fall in production rates for two and a half years.

As well as car production being down, it mirrors that of new car sales. New car sales fell 20% in April compared to the same month last year, as cuts by the Government to subsidies for green cars and a rise in prices has hit demand.

Last June, the UK car industry voted to remain within the EU, with worries that once Britain leaves, tariffs could be imposed for those importing parts from the EU.

In the event of a "hard Brexit" that Theresa May has stated she prefers, the total cost of manufacturing and assembling a car here in the UK could increase by as much as £2,370. As a result of this possible outcome, some manufacturers have looked to moving production out of the country, according to a survey.

On average, a car built within the UK has roughly 6,000 different parts, with the majority being imported from within the EU, while passing in and out of the country several times during that process.

Within the first four months of 2017 almost 600,000 cars were built in the UK, which is up 1% on the previous year. Six months into the year, that number is bound to have increased significantly. This demand is being driven by foreign markets, and demand has increased here by 3.5%. The number for cars built for the home market fell by 7%.

In 2016 alone, roughly 1.7m cars were produced in Britain and by 2020, the SMMT believes this number could even surpass the 2m mark. This would break the previous record set at 1.92m in 1972.

The UK boasts some of the biggest brands in the car industry, with the likes of the Nissan, Jaguar Land Rover and the Mini, all manufactured (or at least in part) in different regions across the UK.

Chris Hill, Manufacturing Partner here at Hawsons, said: "A hard Brexit is recognised amongst many UK manufacturers as having a detrimental effect upon manufacturing processes, i.e. importing parts from within the EU. It is hoped that Theresa May will cut a deal with the EU in order to avoid paying excessive amounts for imports. Only time will tell, but it will be interesting to see what happens in the next two years regarding Brexit. We will certainly keep you updated."

# R&D tax incentives – Don't miss out!

Research and Development (R&D) tax incentives can provide additional tax deductions and enhanced cash flow for companies that develop new products, processes or services. Although widely available, many companies wrongly believe they are not eligible for R&D tax relief and therefore fail to make a claim. Any business can qualify even loss-making ones.

## Generous tax relief

The tax saving generated from a claim can be significant. For example, a company incurring £100k of costs on qualifying R&D activity could save up to £46k in corporation tax (an additional 26% relief on top of the normal deduction). Alternatively, if the company is loss making, it may be possible to surrender the loss for a cash repayment, of up to £33.3k for every £100k of expenditure. This could significantly improve cash flow for new companies and provide much needed investment for the business.

## Removing the barriers

The Government has made it clear that it wants to increase the level of private investment in science, research and innovation. It views R&D as a key to economic success and is committed to encouraging more companies to claim R&D tax relief.

The Chancellor made two welcome announcements in the Spring Budget to further support investment in R&D:

### 1. Making claims easier

The Government will make administrative changes to the R&D expenditure credit in order to increase the certainty and simplicity around claims.

### 2. Improving awareness

The Chancellor vowed to take action to improve awareness of R&D tax credits among small and medium-sized enterprises.

## The perfect time to claim

The Budget announcements are the latest of a string of measures designed to encourage investment in R&D. Last year the Government introduced Advance Assurance which enables first time claimant small companies to seek HMRC's prior opinion on whether the R&D they are carrying out, or are planning to carry out, will qualify for R&D tax relief. Successful applicants receive assurance from HMRC that their first three years of R&D tax relief claims will be accepted.

With the recent announcements by the Chancellor and the high rates of tax relief available, there has never been a better time to make a claim.

## Am I eligible?

Many companies carry out eligible R&D activities without realising that this work qualifies for relief.

R&D tax incentives are not just for niche sectors – eligible companies can be in any sector, any size, and even be loss-making. Another common misconception is that R&D incentives are only for those who undertake scientific research in a laboratory, but this is certainly not the case.

If you can answer 'yes' to any of the following, a claim may be possible:

- Has the company done something to differentiate itself within the sector?
- Have you taken on something particularly challenging?
- Have you taken on risk in trying to achieve something?
- Have you invested time and effort into making efficiency gains?
- Do you operate in a market that is specialist, niche or highly regulated?
- Do you employ highly skilled or highly technical staff?

## How we can help

We have extensive experience of making successful R&D tax relief claims. If you would like to discuss whether your company may be eligible to claim R&D relief, please get in touch with us.



# The Election result: What are the tax implications?

The general election has ended in a hung parliament – the Conservative party have the most seats but do not have an overall majority. Theresa May has announced that she will form a government with the support of the Democratic Unionist Party (DUP).

What does this potentially mean for tax? How will the election result affect you and your business?

Tax expert Craig Walker provides a recap of the key tax pledges made by the Conservatives and looks at how a hung parliament could hinder the Conservatives' ability to deliver on these pledges.

## Hung parliament

If, as expected, the Conservative government remain in office, their loss of seats is likely to weaken their ability to implement the tax pledges made in their manifesto.

Passing law may need support from other parties, and this could require the Conservatives to amend or moderate a number of their proposed tax changes. We could even see some manifesto pledges dropped completely.

You may recall that a significant chunk of the 2017 Finance Bill had to be dropped due to the early general election, but there was an expectation that many of these changes would be introduced in a post-election Finance Bill. The election result puts into doubt whether some of these changes will in fact be passed.

## Democratic Unionist Party (DUP)

The DUP and Conservatives appear to have similar views on tax. The DUP indicated in their manifesto that they would support Conservative proposals to increase the personal allowance. The parties also share a desire to reduce the rate of Corporation Tax – with the DUP proposing to reduce the rate to as low as 12.5%.

The DUP manifesto included a call to reduce VAT for businesses in the tourism sector. Northern Ireland has long argued that the UK tourism rate of 20% is extremely uncompetitive compared to Ireland's reduced rate of 9%. Currently Westminster controls UK-wide VAT policy but following Brexit it is thought that Northern Ireland will be free to claim a reduced tourism rate.

**Below is a recap of the key tax pledges made by the Conservatives:**

## Income tax

- To increase the personal allowance to £12,500.
- To increase the threshold for the higher rate tax band to £50,000.

## National insurance

- Remained silent on the issue of rises in national insurance but issued a statement of intent to lower tax/NIC.
- This followed the removal of the controversial proposal to raise self-employed national insurance contributions from the Spring Budget.

## Corporation tax

- To reduce the current corporate tax rate of 19% to 17% by 2020.

## Inheritance tax

- The current Conservative policy allows up to £850,000 in family property to be inherited by children without inheritance tax.

## VAT

- Do not intend to raise the level of VAT.
- To introduce further measures to reduce online fraud in VAT.

*Continued overleaf.*

# The Election result: What are the tax implications?



## Other taxes

- No plans to reduce the rates of Stamp Duty Land Tax (SDLT).
- No assurances that Capital Gains Tax reliefs for entrepreneurs will remain in place.
- To introduce further incentives under the Enterprise Investment Scheme and Seed Enterprise Investment Scheme to help start-up businesses.
- To build upon existing tax arrangements for creative industries, including a creative industries tax credits scheme.

## Making Tax Digital

- There is no evidence to indicate the Conservative party intend to abandon their plans for the controversial “Making Tax Digital” project.

## Business rates

- A promise to review and reform the business rates system, such as by increasing the frequency of revaluations, exploring the possibility of self-assessment valuations and updating the system to appropriately deal with online shopping businesses.

## Tax compliance

- To introduce tougher regulation of tax advisory firms.
- To take a more proactive approach to transparency and misuse of trusts.

## In summary

It will be interesting to see to what extent the Conservative’s tax proposals are implemented and how the UK tax system evolves. The economic consequences of Brexit are also likely to give the Chancellor much to think about and significantly influence UK tax policy.

In addition, we should remember that politicians do not always follow manifesto pledges (and have even been known to borrow ideas from the opposition!).

We will keep you updated.

# CEO Fraud

CEO Fraud is on the increase and it can hit both businesses and careers. More than 22,000 organisations across the world have been victims of CEO Fraud with losses estimated at more than £3 billion. In this article, we look at what CEO Fraud is and the techniques that can be used to help prevent it from happening to you.

## What is CEO fraud?

CEO Fraud involves convincing somebody in your business to make what they think are legitimate payments but which are actually paid to fraudsters. The scam is often carried out by compromising business email accounts through the use of techniques such as social engineering or computer intrusion.

It's not just email accounts that can be compromised, the criminals are also known to tap into phone numbers. This process involves the criminals obtaining the phone number of a CEO, and sending a text message to the CFO (Chief Financial Officer) which appears to come from the CEO. The message asks the CFO to make a bank transfer. To make it more realistic, these cyber-criminals often wait until the CEO is away on business and the unlucky recipient of the text message is oblivious to the fact it's not a legitimate request. In addition, the criminals will often ask the recipient not to contact them as they "are in an important meeting" and "it needs paying promptly".

While you may think it's just the larger businesses which are targeted, smaller businesses are just as likely to be hit – the criminals don't discriminate, everyone is a target.

While it is probably impossible to predict which business will be attacked and when, it is useful and interesting to understand some of the methods they often use.

## The methods

- **Phishing:** These are emails sent in large numbers to numerous accounts simultaneously in order to "phish" sensitive information by posing as legitimate sources. These emails are getting much more sophisticated – gone are the days of poorly worded emails that were obviously fake. These emails often have logos, are well-written and look like they could be from a bank, credit card provider, law enforcement or government agencies, delivery companies etc. While many people won't use the bank or service provider the email is claiming to be from, due to the sheer numbers that they send them out to, it has a certain percentage of hit rate. The criminals are smart and may change the spelling of words which can easily catch you out. For example, an email from [webfiling@companieshousewebfilling.co.uk](mailto:webfiling@companieshousewebfilling.co.uk) seems legitimate, doesn't it? Unfortunately, this is NOT from Companies House. Notice the spelling of webfiling at the start of the address and webfilling at the end.
- **Spear Phishing:** These attacks are emails which usually only go to one person or a small group of people at the most. They are much more focused and the cyber-criminals have often done their homework on the target by gathering data from social media sites in order to fool the unfortunate target. Usually some form of personalisation is included such as the person's name or client's name.
- **Executive "Whaling":** This one can be very sophisticated. The criminals have detailed knowledge of who they are targeting and the business they are attacking. They target the top executives and administrators to draw money from accounts or to steal confidential information.
- **Social Engineering:** This is the psychological manipulation to trick people into giving away sensitive information or providing access to funds. All of the previous methods are aspects of social engineering. The act of social engineering might include mining social media sites such as Facebook and LinkedIn. These sites provide a wealth of information about a company and individuals, such as names of staff, contact numbers and emails addresses.

Unfortunately, these scams have a fairly high success rate. The Verizon 2016 Data Breach Investigations Report revealed that 30% of recipients open these phishing emails and thus provide an open gateway for malware to infect their systems and the possibility of CEO Fraud.

*Continued overleaf.*



# CEO Fraud continued...



## Prevention

The majority of the following steps must link together to form part of an effective prevention plan forming 'layers of defence'.

- **Training:** While all the steps below will help, if a member of staff isn't properly trained a breach could be inevitable. Make sure all staff are aware of the things to look out for when opening emails and provide general security awareness training. Is the email sender legitimate? Always be sceptical and hover over links to see if they're going where they say they are going. Beware slight changes in company names (r and n together to imitate an m). Another tell-tale sign is emails requiring urgent action.
- **Technical controls:** Email filtering is an example of this. If you don't have a filter you need one. If you do have one you need to make sure you understand its features to get the most out of them and also accept that mail filtering won't always prevent phishing emails coming through. Two factor authentication is a good way of making it harder for the criminals to steal sensitive information, such as sending a code to your mobile phone.
- **Simulated Phishing:** This should be accompanied with the training. It is the process wherein staff are sent emails purposefully to see which staff are at risk and who needs more training.
- **Identifying high-risk job roles:** High-risk roles include accounting, payroll / HR and IT staff. It is recommended to impose more safeguards in these areas such as having layers of authorisation before, for example, a payment to an account can be completed. It is important to assess all high-risk staff to see how exposed they are.
- **Security policy:** While every company should have a security policy, it does sometimes slip under the radar when there are more important things to deal with. But in this day and age when cyber-attacks are frequent, it should be on your to-do list. It should be reviewed regularly for gaps and should be published somewhere that all staff can find. It should include things such as staff not opening attachments or clicking on links from unknown sources, password management policy (not reusing work passwords on other sites or machines), don't use USB sticks on office computers as well as much more security diligence.
- **Procedures:** IT should have security measures in place to block sites known for their spread of ransomware. All software security patches and virus signature files should be kept up-to-date, conduct penetration tests on Wi-Fi to determine how easy it is to gain entry, ensuring backups are actually working as well as much more.
- **Cyber-risk planning:** This is no longer just a technical problem or just an IT problem. This should be managed from the very top (the CEO) so they are aware of the company's cyber risks and how they can manage those risks. CEO Fraud should certainly be included in the risk management assessment.

CEO Fraud and cyber-attacks in general are more frequent now than they ever were. It is wise to review your procedures and put the appropriate controls in place to stop it from happening to you. It could save you a lot of money.

# Tony Nickson joins Hawsons as VAT Consultant



Hawsons are pleased to announce that Tony Nickson has joined the firm as a VAT Consultant.

Tony was formerly a VAT Officer in Customs and Excise and then Higher Officer in HMRC.

After 20 years of working in the VAT office, Tony has gained a wealth of knowledge of VAT processes, including VAT visits to customers, client education, VAT repayments and error corrections.

Tony can provide practical VAT advice to a wide range of clients in numerous business sectors and can advise on matters relating to sole proprietors, partnerships and corporate bodies on all VAT issues including exporting, importing or providing goods/services within the UK. European Union dispatches and acquisitions can also be advised upon. He also has a good knowledge of HMRC's penalty system.

Tony said: "I'm really excited to have joined Hawsons and I'm looking forward to advising clients on many aspects of VAT."

Stephen Charles, Tax Partner at Hawsons added: "I'm delighted to be able to welcome Tony to the firm. Tony has a wealth of experience in the VAT sector and will no doubt prove to be a valuable member of our team."



## Summer 2017

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