

# Look further afield for opportunities

**E**VER since the dramatic fall in exchange rates in 2008, which are predicted to continue for some time, many economic commentators have described how the UK economy will benefit in the export market as a result.

However, as recent events have shown, a slowdown in traditional trading partners such as Ireland has led many businesses to look further afield.

Chartered Accountants and Business Advisers MacIntyre Hudson, based at The Lakes, Northampton, has been working with many businesses that are looking to exploit this opportunity.

Richard Powell, Principal at MacIntyre Hudson, who specialises in working with international businesses, says: "Through our membership of the leading worldwide association, Morison International, we have been working hard with our fellow members to develop links that can help UK businesses.

"After playing a significant part at the recent worldwide conference in Paris, our team has also just returned from meetings with our Asia/Pacific colleagues, and will be further developing our contacts in South and Central America within the next few

months. "We consider these regions to be an important part of the development of UK worldwide trade and believe that by building strong links with other professionals in these areas we can provide a first-class service to our international clients.



*Richard Powell - specialises in working with international businesses and recently has seen a slowdown in trading partners.*

"We have noticed recently that many businesses are not only using the traditional model of manufacturing overseas to import into the UK but are now also looking at ways to export to these rapidly growing markets.

"For example, we have recently worked with

companies looking to trade with India, Bangladesh, Australia and China in the Asia/Pacific area, countries further afield such as Brazil, while also working with those looking at more traditional European markets.

"By using our considerable experience and being able to work with and recommend reputable local firms of accountants, all of whom have English speaking staff, we are able to add real value to what can be a challenging time for any business.

"To further support those companies dealing with the Asian market we have recently launched a regular Asia Matters email update providing information and advice. To subscribe to this email, contact your local MacIntyre Hudson office."

MacIntyre Hudson's experienced international team can provide advice to businesses on many areas including group structure, international tax planning, transfer pricing, VAT and duty issues as well as being able to introduce clients to reputable English speaking advisers in countries throughout the world.

For a free discussion, contact Richard Powell on 01604 624011, email richard.powell@mnhlp.co.uk or visit the website [www.macintyrehudson.co.uk](http://www.macintyrehudson.co.uk)

# £8m worth of new investments made it a record-breaking month

**S**TAFF at Moore Stephens Financial Services celebrated a record month in November - with new investments of over £8 million, 40 new clients and more people than ever before turning to the firm for savings and investment advice.

The East Midlands based firm, which has offices in Northampton, Corby and Peterborough, now manages portfolios worth £110 million for over 2,000 clients and investment enquiries have been steadily rising throughout the year.

Managing Director Jon Telford said: "Rather than dampen people's thirst for investment, the recession has done the opposite. People are quite simply no longer being well served by the banks and building societies.

"There are many retired people, for example, who have in the past put their faith in their banks and building societies all their lives and until a year ago, they were getting a good return on their investment.

"Now, the biggest problem is that they are struggling to get any returns at all. People of all ages are now looking for a safe alternative and that is where we come in."

Operations Director Jilly Mann explained: "One of our



*Jon Telford and Jilly Mann - more people are turning to the firm for savings and investment advice.*

newest strategies is our Super Cautious investment account. It offers investors a very low risk alternative to bank and building society deposit accounts.

"The strategy invests primarily in Fixed Interest and Absolute Return funds and aims to beat inflation, providing significantly better returns than cash but with easy access.

"There are no fixed timescales and clients can access cash within 10 working days at any time without penalty - an enticing product for many people who want to save."

For more details about Moore Stephens Financial Services log on to [www.msfs.co.uk](http://www.msfs.co.uk) or call the Corby office on 01536 462700.



## Opportunity knocks

Investing in property and maintaining a portfolio may prove frustrating. During the past year many banks have significantly pulled back or even withdrawn from the market, as they look to manage down their exposure, this in turn, limiting the funds available to investors.

Handelsbanken offers something different.

We work with experienced investors across Northamptonshire to help them expand or diversify their property portfolios. Local decision making coupled with an appetite to grow means that we work in close partnership with such people whether they are refinancing or looking to purchase further property.

Find out how we can help you, contact:

Brian Lehane, Corporate Manager  
Telephone: 01604 638489, Mobile: 07824 392806  
E mail: [brle02@handelsbanken.co.uk](mailto:brle02@handelsbanken.co.uk)

Suite 3A, 10 Waterside Way  
Northampton, NN4 7XD  
Tel: 01604 638636  
[www.handelsbanken.co.uk/northampton](http://www.handelsbanken.co.uk/northampton)

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