



# testimonial

## Webster-Wilkinson Limited

“quite simply,  
remarkable...”



### The Situation

Webster-Wilkinson Limited were introduced to us by their accountant to provide them with advice on their existing pension arrangements and employee benefits.

The Company had an existing Small Self-Administered Scheme (SSAS) directors' pension scheme, which owned one of the properties that the Company traded from. The Company also held a lease on a second property, which was being held over pending the conclusion of renewal negotiations.

Neither the SSAS nor the staff pension scheme and employee benefits had been professionally reviewed for some time. The Company wanted to ensure that it was maximising opportunities and reducing its overheads.

### The Problem

It became apparent during our early discussions that what the directors really wanted to achieve was to purchase the second unit that they were leasing from the Local Authority. However, the Local Authority had been unwilling to sell. Consequently, the directors were considering a number of alternatives including relocating the business altogether which would have required a significant financial investment and would have been very disruptive.

The SSAS had not been looked after by their previous advisers and the Group Pension Scheme and Group 'Death-In-Service' Scheme were in need of an overhaul and an ongoing service strategy.

### How the Matrix Capital Limited team helped

We initially established a regular review regime for the SSAS, which included the implementation of annual SSAS trustee meetings with the Scheme Administrator in attendance. We also carried out a full back-office review of their existing arrangements, which enabled us to implement changes that created significantly improved employee benefits whilst, at the same time, meeting the Company's desire to reduce overheads. In other words we achieved greater benefits at lower cost.

The second phase was to facilitate negotiations between the Local Authority and the Trustees of the SSAS relating to the sale of the freehold interest in the second property. We also provided the technical know-how and professional advice needed to arrange the funding for the property purchase by the SSAS.

### What the client said about Matrix Capital Limited

*Quite frankly, without Robin Melley, Gary Matthews and the team at Matrix Capital we would not have been able to achieve what we have; most significantly we have been able to purchase the second unit, which we had given up trying to persuade the local authority to sell to us.*

*Acquiring this second property has not only secured the future of Webster-Wilkinson Limited but it has also meant that we remain a viable business and a long-standing employer in the community.*

*What Matrix Capital has achieved for our Company is, quite simply, remarkable – they have exceeded our expectations by a very long way. They had been highly recommended by our accountants and we were impressed with their professional approach. Even so, they still managed to exceed our expectations in terms of their ability and commitment in bringing about extraordinary results for us as clients.*

*They are highly competent, professional in every way and we really like their transparent method of charging. You know where you stand with Matrix Capital and it's very reassuring to know that you're in safe hands with very important matters that impact upon the business and the personal lives of the directors and the staff.*

Martyn Webster - Director



**Matrix Capital Limited**  
**Chartered Financial Planners**