

Business of the year!

WEALTH-management firm Fiscal Engineers has yet another valuable asset to look after - the Business Link sponsored Nottinghamshire Small Business of the Year Award.

The glory of award winning apart, the company's day job is helping wealthy people hang on to their money. It is managing, as part of that, client assets totalling more than £125m - and growing - and is hitting all its own growth targets ahead of schedule.

The firm specialises in ensuring that clients with more than £1m worth of investable assets don't get any poorer and preferably, get wealthier year on year - no easy task given the prevailing uncertainty of the global financial world.

It is also doing pretty well on its own account, having doubled its own fee income, with increased profitability in the past three years. Managing Director Shane Mullins said: "We're delighted to have won the award, particularly on behalf of our team at Fiscal Engineers, who do a great job for our clients.

It also means a lot to us to take the award against some quality companies in the same category. We're incredibly proud to be a part of that."



ANOTHER ASSET: Stephen Smith (right), of EMB, presents the award to Shane Mullins and Martin Walker, of Fiscal Engineers, with Nicholas Owen.

Particular achievements over the last 12 months

Two in a row for Nottingham based company

The Nottingham based wealth management company has been named, by financial analysts Citywire, as the best in the Midlands for the second year running.

Ropewalk based Fiscal Engineers has become one of only three firms in the country to have won the prestigious 'New Model Adviser' accolade twice. The awards were set up by Citywire, to honour companies who embrace holistic wealth management and are committed to putting their clients interest first.

Companies were initially short listed for the awards based on criteria such as the professional qualifications of advisers, their standing in the market and reliance on fees rather than product commission. Judges travelled across the country visiting the companies to find out more about the quality of their service and advice to clients.

Fiscal Engineers was established by its Managing Director Shane Mullins in 2000, joined shortly after by Finance Director, Martin Walker. The firm has built an

impressive portfolio of more than £125 million under management and specialises in offering advice to high net worth families and trustees with more than £1 million to invest or manage.

Shane says winning the award for the second year running is a great honour: "We have worked hard to ensure that we offer our clients the very best advice they are able to receive. The fact that the company has been given the New Model Adviser award again demonstrates the quality and consistency of our service and our team."

Gavin Lumsden, Editor in Chief of Citywire, commented "For Fiscal Engineers to win the award twice is an astounding achievement. To have been established for only eight years makes the achievement all the more remarkable. Their overall score showed the company's excellence".

The award itself was handed over by Atlantic rower Debra Searle at a special ceremony in London.



The Fiscal Engineers Team with their awards

Helen Burnett, Gini Bolton, Sue Armitage, Myles Crossland, Shane Mullins, Hazel Manlove, Martin Walker, Tracy Walker, Dave Till