



*"Warrener Stewart has grown with us; they have been quick to provide more services as the need arose. I like the fact that they have been straight and trustworthy and appreciate our business aims, looking to help us rather than imposing their ideas upon us."*

**Richard Lewis**



## The Challenge

To incorporate a new company with a different ethos and business model into a 60 year old family business.

BJS is recognised as one of the foremost providers of metal electroforming and electroplating, they hold a royal warrant for their silver and goldsmith services.

In 1996, building on the success of producing silver heat exchange blocks used in PCR (Polymerase Chain Reaction) thermal cyclers to help DNA analysis, the founder's grandson, Richard Lewis set up BJS Biotechnologies. This new company diversified from BJS's core business so Richard wanted it to have a different business model and new ethos.

### Customer Profile

Technology & manufacturing companies.

Professional scientific services

Medical research developers

### Target Market

Warrener Stewart is used to helping companies start up in business and existing companies to diversify

For more information on how we could help you contact us on:

020 7731 6163

[info@warrenerstewart.com](mailto:info@warrenerstewart.com)

[warrenerstewart.com](http://warrenerstewart.com)

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## The Solution

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Having working with BJS for the past 20 years Warrener Stewart was well placed to suggest a new business model. Working alongside Richard, Warrener Stewart helped to introduce an Employee Management Incentive Scheme (EMI). This was designed to attract and reward the sort of people who would help grow and develop BJS Biotechnologies in a tax advantageous way.

## Results

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With Warrener Stewart’s guidance this non-revenue earning company with just two employees, rapidly grew to a medium sized company employing 35 people. This July saw the launch of their own DNA analysis machine.

- **Core services**

- Accountancy
- Audit
- Business advisory
- Corporate tax
- Personal tax
- Tax strategy and planning

- **Business advisory services**

- **Tax strategy and planning services**

- **Support services**



**Warrener Stewart**

Chartered Accountants • Intelligent Advisors

Warrener Stewart is an expert team of highly experienced chartered accountants, chartered tax advisors and registered auditors.

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