



www.gozeal.co.uk | hello@gozeal.co.uk



*Help your commercial property
owners unlock the tax savings
hidden in their buildings*



An introduction to Zeal

Zeal are an independent tax consultancy that specialise in helping businesses and property investors benefit from Embedded Capital Allowances Tax Relief, a genuine Government tax incentive **which an accountant is not typically aware of or able to claim.**

As one of the best kept secrets in property tax, most business property owners are unaware that UK tax legislation allows them to claim tax relief on the 'Embedded Fixtures' that were in the building at the time of purchase. This includes electrical, heating and ventilation systems, kitchens, bathrooms, carpets, drainage, alarms and much more.

Historically, this tax relief has only been claimed by leading UK businesses or large-scale property investors. At Zeal, we have established a business model that allows us to make capital allowances accessible and affordable for all. With our help, businesses and property investors both big and small across the UK have claimed millions of pounds in tax savings and repayments that was locked in their properties.

Experience you can count on. Expertise you can trust.

Zeal's technical advisors have previously worked with the Big 4 UK Tax Depreciation teams and have a wealth of experience in capital allowances and property related tax matters. Being a member of the CIOT and having in-house Quantity Surveyors, we are ideally placed to provide a complete capital allowances service. We believe Zeal are the fastest growing specialist tax advisory firm within the UK and are proud to have also been recognised in Wales' 2021 Fast Growth 50 List.



Our network of accountants, professional advisors and industry associations see us as an extremely valuable partner. We are looking to grow our partnerships and would be delighted to work with your practice to ensure your clients maximise the tax relief available in their self-catering and furnished holiday let properties.

On average, this amounts to tax savings in excess of £25,000 per property!

"If your clients own a commercial property or furnished holiday let and pay tax in the UK, then they may be due tax relief in the form of Capital Allowances. Zeal can help them unlock these savings."



MATT JEFFERY BA ATT CTA
MANAGING DIRECTOR

Capital Allowances explained



Got two minutes to spare?

Capital allowances on embedded fixtures is a complex area of tax legislation, that's why we've created a short 2-minute video that explains the process and the benefits of making a claim with Zeal.

Visit the link below or scan the QR code to watch.
www.gozeal.co.uk/capital-allowances-explainer-video

A major underclaimed tax relief

In our experience, 80% of business property owners and investors have not made claims for capital allowances on embedded *Fixtures*. Most are totally unaware that they are entitled to claim capital allowances on part of the price paid to purchase or construct the property. This can be up to 40%.

The tax legislation for claiming capital allowances on *Fixtures* is complex and given that the purchase price does not normally include an apportionment for the value of the qualifying *Fixtures*, making a claim requires the skills of surveyors and capital allowances specialists like us.

Due to the need for surveyors and expert tax knowledge, this is not something an accountant would have already claimed without engaging a specialist like Zeal.

Although residential property doesn't qualify, buildings converted to commercial do!



Up to **40%** of the purchase price can qualify for capital allowances.



There is **NO time limit** to make a claim on historic expenditure!



The true value will only be determined once a survey of the property is conducted.

Qualifying fixtures



Water and Heating Systems



Lifts and Escalators



Air Conditioning and Cooling



Telephone and TV Points



Carpets and Floor Coverings



Kitchens and Bathrooms



Swimming Pools or Extensions



Underground Pipework



Lighting and Electric Systems



Security and Fire Alarms



Bars and Reception Counters



Door Locks and Handles

The simple, hassle-free and cost effective choice . . .

Partnering with Zeal to provide expert capital allowances advice has a wealth of benefits for your firm and its clients²



Generate an additional income stream from our generous referral scheme.



Strengthen existing client relationships – clients love to legitimately save tax!

Introduce us and we'll do the rest!



Businesses we've already helped

Although Zeal set out to service a market that was overlooked by the existing capital allowances firms or leading accountancy firms, we have been fortunate to be trusted with several multi-million pound projects, such as the International Convention Centre in Wales.

We have a proven model of delivering in partnership with accountants and other professional advisors to achieve successful outcomes for their clients. We have a wealth of happy customer's but don't just take our word for it . . .



Senepol Capital Ltd (Offices)

PURCHASE PRICE 1	£2.4m (2018)
PURCHASE PRICE 2	£900k (2018)
CAPITAL ALLOWANCES	£738,353
TAX SAVINGS	£125,000



Karma Mobility Ltd (Units)

PURCHASE PRICE	£675k (2007)
CAPITAL ALLOWANCES	£123,838
TAX SAVINGS	£23,500
CASH REBATE	£7,700



The Six Bells (Pub)

PURCHASE PRICE	£550k (2013)
CAPITAL ALLOWANCES	£126,000
TAX SAVINGS	£34,800
CASH REBATE	£12,600

"We are a firm of accountants that look after a wide range of clients. As general practitioners, we use Zeal Tax to assist in tax matters that require specialist knowledge not usually found within an accountancy practice. We have always found the team at Zeal Tax to be top quality and a pleasure to work with. They get the job done very quickly and have secured tax refunds and future savings worth tens of thousands of pounds for multiple clients now. We're happy, and our clients are over the moon."



BDCMA Accountants, Gainsborough



"We have worked with the team at Zeal on a number of occasions. Their knowledge of capital allowances have been very valuable for our clients. Their service and level of professionalism is always excellent."

Sivapalan & Co, Cardiff



Here is a flavour of some of our existing partners:



Refer to ZEAL



Existing owner or landlord

Business property owners (including landlords) that purchased or built their premises for £100,000+ and pay tax in the UK are likely sitting on unclaimed capital allowances. Refer them to Zeal to unlock these tax savings.

Properties for sale or sold in the last 2 years

If your client is buying or selling their property, introduce them to Zeal and we will quickly establish if there is an opportunity to claim capital allowances. Clients who have sold their property in the last 2 years may also still be eligible to make a claim!



The process usually takes 4-8 weeks from first instruction to receiving the tax repayment from HMRC. Unlike many other capital allowances firms, that are predominantly surveyors, Zeal provide a complete capital allowances service to your clients. Our in-house tax team liaise with the clients' accountants, work out all the tax implications and submit the claim to HMRC.

Our partners are also allocated a dedicated account manger and access to our CRM system to track the progress of cases referred.



We offer a **RISK-FREE** service with no upfront costs or fixed fees.



Even though it's about tax, this is not a service that an accountant will provide.



Claiming does not impact CGT or the base cost of the property if it is sold in the future.



Not all property purchases will qualify.



Claims are based on UK Tax Legislation - this is **NOT** a tax avoidance scheme.



We have a 100% success rate on claims submitted to HMRC.

Frequently asked questions



Accountants claim capital allowances. Isn't this something they would have done already?

Most accountants do provide capital allowances advice and will claim capital allowances on qualifying capital purchases. However, to claim capital allowances on fixtures embedded in a building you require specialists in tax and surveying.

What if the accountant has already claimed everything they can?

An accountant will claim on everyday purchases such as equipment and furniture, but unless a specialist surveyor has analysed the property they may be missing potentially large capital allowance claims. If a survey for capital allowances has never been undertaken it is highly unlikely that all allowances have been claimed.

The claims we prepare require the skills of both tax and surveying professionals, they are outside the remit of an accountant. Generally, property owners who have claimed capital allowances for fixtures would have received a cash rebate from HMRC and will have engaged a specialist firm to prepare the claim.

They bought the property 10 years ago. Can they still claim?

Yes, the claim is made in a tax return that is still open for amending (usually last years). Our claim does not affect any other tax returns submitted previously. HMRC can only make enquires into the capital allowances claim we submit.

Does the claim affect capital gains tax position when they sell the property?

This is commonly asked question by clients and their advisors. The simple answer is that it has NO impact on capital gains calculations when you sell the property. They may still claim the full price they paid to buy the property against the sales proceeds even if they have claimed capital allowances.

What if they sold the property in the last 2 years?

A claim is still possible.

Does it matter if they are about to complete?

No, but you should contact us immediately.

What records do they need to submit a claim?

We generally just require some information from their accountant, for example a copy of a tax return and accounts. If they bought the property in the last 5 years, we may need to see legal documentation in relation to the purchase (e.g. purchase contract, CPSE, completion statement).

Is the process complicated? I know that my client is always busy.

The process is very simple and requires little input from the client or their accountant. Our experience and methodology ensures that the claim is completed quickly and efficiently and with the minimum of disruption to them or to your business.

Once we have established they are entitled to claim, we will undertake the site survey and then complete the claim at our offices. All we would need is for somebody with good knowledge of the property, usually the owner, to be in attendance when we carry out the survey (approx. 1 hour). We also prepare and submit the claim to HMRC. This avoids additional accountancy fees.

What if HM Revenue & Customs don't allow the claim, will I end up with penalties?

Where a property owner meets the criteria of the legislation, they are entitled to claim the tax relief. In the unlikely event of any queries being raised by HMRC, it is part of our service to resolve them. We don't however proceed with claims that do not meet the requirements of the relevant tax legislation.

The claim report is submitted to HMRC with the clients' tax return. As the report fully discloses the basis of entitlement to the tax relief and the methodology taken, enquires by HMRC are rare. The disclosure in the report mitigates the risk or penalties or a discovery assessment.

It sounds too good, to be true. There must be some hidden costs?

We often hear that, but this is genuinely not the case. We don't charge any extra costs. If a claim is not successful there will not be a fee. However, not all property owners are entitled to the allowances and we also have a minimum estimated claim value of £30,000 before we would take a client on.

This is not a tax avoidance scheme. We have agreed claims with HMRC with 100% success rate to date. HMRC would confirm this if you called them.

Partnership proposition

Our team want to develop robust, long-term relationships that provide exceptional service and add real value to your client services. For more info you can download a copy of our introducer agreement at www.gozeal.co.uk/partnership



*Want to further
discuss working
together?*

Contact Zeal by emailing
hello@gozeal.co.uk
or scan the QR code to
schedule a date and time
for a telephone or
video call.



ZEAL



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