



GUILDHAWK

TRUSTED IN ANY LANGUAGE

The Rt Hon Boris Johnson MP
Prime Minister
10 Downing Street
London
SW1A 2AA

10th September 2019

Dear Prime Minister,

It was a pleasure to meet you today at 10 Downing Street and thank you for inviting me to the roundtable and giving me the opportunity to share my views on what government can do to support *Britain's Small Business* during the discussion. While witnessing current political events through the prism of the media, I was not impressed with the actions of your government. However, your statement today that it is '*morally good to support business*' and your commitment to executing the One Nation strategy instilled confidence in me.

Having lived through the dark days when my native Lithuania crashed-out of the Soviet Union without a deal, I am fully aware that there will be major challenges to overcome in the short-term so we can benefit in the long-term. Provided we chose the right path and unite, we will all flourish as One Nation. You came across as truly passionate about supporting British businesses and I took comfort in your assurance that you will secure a Brexit deal by the deadline of October 31st. I appreciate the enormous and unenviable challenge you face, and I wish you every success in doing so.

In our post-Brexit world we will need our smaller businesses to flourish and create skilled jobs and boost trade. Sadly, too many new companies do not survive more than a couple of years and precious few go on to generate profit, skilled jobs and exports. The company I founded 20 years ago is one such firm that has grown consistently to become a global leader and was honoured with the Queen's Award for International Trade earlier this year. Our growth began in the City of London, expanded and is now flourishing in the Northern Powerhouse of Sheffield.

Business owners like me, have achieved success by hard work, reinvestment of profits and integrity. We take calculated business risks and act responsibly, applying the highest standards that make us stand out in global markets where we win deals. Our success is achieved by not taking shortcuts, acting unethically, cooking the books or taking-on unsustainable debt. We are in business to create prosperity for today and future generations. It is for this reason that I expressed my desire to see you and the government do everything in your power to nurture the established, ethical British businesses that bear so much fruit for our nation. In the meeting, I mentioned three specific actions your Government can take to make this happen. For the record, I have listed these below:

Registered office: 13 -14 King Street, London, EC2V 8EA, UK
T: +44 (0) 207 397 2770 E: info@guildhawk.com

guildhawk.com

Guildhawk Limited formerly Today Translations & Today Advisory. Registered in England: 4178109 VAT Reg. No. 778 1757 76

Date: 10/06/2019 Version: 6 Proc Ref: STA00052 Title: Plain Template
INFORMATION CLASSIFICATION: PUBLIC



THE QUEEN'S AWARDS
FOR ENTERPRISE:
AWARDED TO
TODAY TRANSLATIONS
2019



GUILDHAWK

TRUSTED IN ANY LANGUAGE

- 1. Support Ethical Companies:** Post-Brexit UK has the opportunity to build a productive, ethical economy based on merit and fairness as advocated by *Be the Business*. Every business must be subject to the same taxation rules with no special breaks for companies that keep profits offshore and pay minimum tax such as Amazon. No privileges, bail-outs, subsidies or government contract awards to companies that behave badly as we have seen this week with the company that won the contract for Action Fraud.
- 2. Lend to Established Ethical Companies:** Bank lending practices applied to established, profitable, growing SMEs is old fashioned, and is strangling growth. Despite introducing the government guarantees, business loans backed by the scheme are near impossible to obtain. I suggest looking at introducing a new asset based lending framework for SMEs that is similar to large companies whose securitisation is based on intangible assets. Considering the fact that, according to HBR, since 1975 intangible assets have increased from 20% to 80%, Britain's economy is losing out by not lending to established SME businesses because they have a shortage of tangible assets that current lending practices are based on.
- 3. Protect SME's from Fraud:** Provide businesses with better protection from fraud. The banking industry has the tools and knowledge that can prevent many fraudulent attacks on businesses but they choose not to apply them such as the delayed roll-out of Confirmation of Payee. In recent scandals, bank insiders are even the perpetrators of fraud against businesses and there are growing concerns that the explosion in shadow banking and derivatives could result in another financial crisis. Increasing the level of protection afforded to cash deposits held in business bank accounts would provide greater assurance in the event of a bank failure. Meanwhile, prosecuting those who commit company and bank insider fraud is crucial to deter unethical conduct.

We last met at Shoreditch Town Hall when you were Mayor of London where I bid good money for a bottle of House of Commons Scotch that you signed. That meeting and the photograph with you arose in conversation last month in Vilnius when I addressed the Global Lithuanian Leaders (GLL) gathering. Members advised me that you have Lithuanian heritage and asked that I invite you to join the GLL and speak at one of our events one day. Perhaps you would be so kind as to consider this once you have resolved the pressing matters of state.

Yours sincerely,

Jurga Zilinskiene MBE
Founder & CEO

Registered office: 13 -14 King Street, London, EC2V 8EA, UK
T: +44 (0) 207 397 2770 E: info@guildhawk.com

guildhawk.com

Guildhawk Limited formerly Today Translations & Today Advisory. Registered in England: 4178109 VAT Reg. No. 778 1757 76

Date: 10/06/2019 Version: 6 Proc Ref: STA00052 Title: Plain Template
INFORMATION CLASSIFICATION: PUBLIC



THE QUEEN'S AWARDS
FOR ENTERPRISE:
AWARDED TO
TODAY TRANSLATIONS
2019