

Our teams of specialists complement the services you provide to your clients. The nature of our services means that by working in partnership with you, we can broaden your service offering, helping you to develop the lasting client relationships that will see your business grow. The following pages provide details of Begbies Traynor Group and the specialist services we provide.

About Begbies Traynor Group

Begbies Traynor Group is an AIM listed specialist professional services consultancy, providing independent professional advice and solutions to businesses, financial institutions, the accountancy profession and individuals in the area of corporate finance, insolvency and restructuring, investigation and risk management.

Our aim is to add value and optimise the financial outcome for our clients and business stakeholders. Begbies Traynor was originally founded as an insolvency practice and through a strategic process of acquisition and organic growth, now offer a wide range of specialist professional services to the business community. The success of the group has resulted from the quality, commitment and hard work of our people. We now have approximately 600 staff and partners based in a network of offices covering the whole of the UK, the Channel Islands and overseas.

Why Work With Begbies Traynor Group?

- We have a long standing reputation for working in partnership with independent accountancy practices to improve their profitability and service to clients.
- We are no threat to your practice as we have no audit capability.
- We offer partner led, specialist expertise, throughout the UK, backed up by BTG Global Network (BTG GN).
- We are the UK's leading specialist professional services firm, working alongside professional advisers, financial institutions and management teams.

International Coverage

BTG GN is a unique international professional resource, providing practical, cost-effective solutions for stressed and distressed businesses which reflects the increasing globalization of markets. It offers a one-stop shop solution for stakeholders around the world, deploying a range of skill sets capable of dealing with even the most complex cross border scenarios. Its members include insolvency practitioners, profit improvement consultants, turnaround and restructuring managers, forensic investigators, corporate intelligence experts and many other firms possessing equally valuable specialisms.

BTG GN members are not only respected players in their local markets, but are also internationally aware. They have embraced the concept of adding value, rather than cost to assignments. BTG GN has members and associates in 110 jurisdictions, offering the services of over 8,000 partners and staff. In addition to its strength in developed economies, the network has a particular focus in emerging markets and offshore financial services.

The success of our company results from the quality, commitment and hard work of our people.



Restructuring

Our team of restructuring specialists has an established track record in helping businesses address the operational and financial challenges that hinder corporate performance. With a genuine commitment to the health of businesses, we work closely with directors, board members, management, lenders and other stakeholders to create strategic restructuring solutions that have an immediate positive impact and will develop a sound basis for future trading.

Depending on the difficulties your client is experiencing, there are a range of options we can undertake to get the business back on track. Our restructuring services are tailored to the requirements of individual clients and these include:

- Diagnostic Business Review
- Equity and debt refinancing
- Cash management
- Solvent reconstructions
- Profit and cash improvement
- Accelerated M&A advice
- Realisation of assets
- Database of interim turnaround managers
- Restructuring advice

When We Can Help

There are many situations where we can add value, including:

- When a business is underperforming or not maximising its potential.
- When stakeholders are seeking to realise value by way of an exit or disposal.
- When management need assistance to stabilise a business to enable a preliminary action plan to be drafted.
- When stakeholders are seeking to prepare robust operational plans and financial forecasts to underpin a restructuring exercise.
- When a business is seeking to generate, maintain or raise sufficient cash to support ongoing trading levels.
- When a business needs assistance to manage its bank relationship.

Corporate Insolvency

Sometimes circumstances dictate that restructuring simply is not a viable option for a distressed company: cash-flow pressures may have become unmanageable or it may be too late to put into effect any restructuring strategies. There may be any number of other reasons why a formal insolvency procedure may be the appropriate option.

Where we do recommend formal insolvency proceedings, we will fully explain the range of possible options – outlining which we think is right for your client and for those affected by its business circumstances.

Despite a formal insolvency procedure it may in certain circumstances be possible for the directors to be involved in running the business through a new company in the future and it is the duty of the Insolvency Practitioner to obtain the best solution for creditors. This duty may be compatible, in some circumstances, with the management's desire to buy back the business from insolvency.

As well as acting for companies in difficulty, we are recognised and appointed by most major funding institutions operating in the UK. We have, therefore, a significant advantage in being able to communicate equally with all parties so as to avoid the conflict and emotional clashes that can sometimes arise in these situations.

When We Can Help

Our team of insolvency specialists will review your client's business and put forward their expert opinion on which option is right for that business. These include:

Insolvency

- Administration
- Administrative Receivership
- Company Voluntary Arrangements
- Compulsory Liquidation
- Creditors' Voluntary Liquidation
- Fixed Charge Receivership/LPA Receivership

Solvent Liquidations

- Members' Voluntary Liquidation

Offshore/International

Appropriate international insolvency procedures permitted by local law.

Our teams of specialists complement the services you provide to your client.



Personal Insolvency

If your client is facing personal financial difficulties, then our team of personal insolvency specialists can provide timely and invaluable support to help them stabilise their financial situation.

There are a number of solutions available for your client that can provide a practical, workable solution to debt problems. Obviously, which solution is best depends on their personal circumstances – and as their adviser, your first course of action is to call us as soon as possible when you realise they are getting into financial difficulties. The sooner we are involved, the more options we will have to secure a workable financial solution. Our team of professionals can advise on:

- Individual Voluntary Arrangements
- Bankruptcy
- Negotiating terms with creditors
- A choice of options for partnerships

Red Flag Alert

Red Flag Alert is an acclaimed credit monitoring system, developed by Begbies Traynor Group, which reports significant and critical actions against thousands of companies in the UK. This fully automated system allows you to monitor the financial health of your clients and suppliers.

The system generates an email alert when a significant or critical action takes place in relation to a specific company and provides details on the company and the action that has occurred. Red Flag also includes an integral database, which holds up to four year's profit and loss accounts, balance sheet information, details of directorships and shareholders.

We currently offer Red Flag to many of our accountant clients, who in turn sell this on as an added value service to their corporate client base. This enables their clients to credit check both suppliers and customers, and provides a valuable revenue stream for you as accountants.

Corporate Finance

We have an impressive track record for working in partnership with independent accountancy practices to assist their clients in all types of corporate finance activity.

Our clients include institutions, quoted companies, owner-managed businesses and management teams – but all have one thing in common – they require experts with vision, experience and confidence to achieve a successful outcome to a transaction process. We respect your role as incumbent advisers and will seek appropriate input and involvement so that we utilise your detailed knowledge of the client and their requirements, in a true partnership spirit.

Acquisition Advisory and Fundraising

Whether your client is a company seeking acquisition or merger opportunities or a management team considering a buy-out, we have the expertise to provide a full range of lead advisory services including:

- Strategic reviews
- Target research and assessment
- Valuation advice and deal structuring
- Business plan and forecast preparation
- Debt and equity fundraising
- Due diligence
- Transaction management

Disposal Advisory and Equity Release

If your client is considering either a full or partial sale of shares or the disposal of non-core activities, our experience in sell-side lead advisory work will ensure that the goal of realising maximum value is achieved.

Our services include:

- Exit strategy review and pre-process planning
- Valuation advice
- Buyer identification and assessment
- Sales memorandum and data room preparation
- Buyer approach and negotiation
- Transaction management

Our aim is to add value and optimise the financial outcome for our clients and business stakeholders.



Forensic Accounting

Our national team of forensic accountants is on hand to assist when your clients find themselves in a potentially litigious financial situation and you need an impartial expert to investigate. Our national team of professionals specialise in forensic accounting, financial investigation and valuation services and are able to offer assistance to you and your clients in:

- Commercial disputes
- Fraud and proceeds of crime actions
- Business valuations
- Shareholder disputes
- Partnership disputes
- Breach of warranty
- Share sale and purchase disputes
- Tracing assets
- Quantifying complex losses
- Forensic insolvency
- Matrimonial disputes

Our approach is pragmatic and flexible with technical skills enhanced by a wealth of practical expertise, aimed at providing robust opinion and advice. We pride ourselves on cutting through to the financial heart of the matter, providing jargon-free reports that set out our findings clearly and concisely, to assist the court and the parties involved.

Our team is led by a group of dedicated partners and senior managers who are all specialists with significant forensic accounting expertise, all of whom have substantial expert witness experience within a courtroom environment.

Intelligence

Our specialist intelligence team has substantial experience of working alongside accountants to assist them in identifying the vulnerability of their clients to financial crime and ensuring that they are well equipped to defend their clients from such challenges. This is particularly important in tough economic times, when businesses become more vulnerable to corporate fraud and other security related concerns.

We can proactively assist clients with fraud-proofing their governance arrangements and operational activities. In addition, where critical exposures exist and have been exploited, we can investigate matters comprehensively, identifying the culprits, the mechanisms employed and the extent of any losses incurred. We present evidence to support civil recovery, criminal prosecution or internal disciplinary processes and help mitigate potential sanctions against clients by advising them in their dealings with regulators.

Our team is able to effectively investigate financial crime and corporate security breaches, no matter the size, complexity or circumstances, utilising our vast experience and a variety of investigative capabilities and techniques including:

- Transaction data mining and behaviour profiling
- Computer forensics
- World-wide intelligence gathering
- Tracing individuals and assets
- Covert surveillance

With an estimated 86% of commercial fraud being attributed to dishonest employees it is vital that businesses demonstrate their ability to manage their exposure to potential risks.

Our team can work alongside you to train your clients in fraud awareness, anti-money laundering and in detection and investigation techniques, enhancing their internal processes and capabilities to limit the risk of fraud and irregularity impacting on their business. A company which demonstrates to its employees and other stakeholders that it is proactive in financial crime prevention is much less likely to fall victim to threats and better placed to identify and deter any such attacks.



 Begbies Traynor Group

Services to Accountants

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Offices across the UK (including Channel Islands and Isle of Man) and overseas. www.begbies-traynorgroup.com

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