



 Begbies Traynor Group

# Services to Law Firms

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As lawyers, you will want your clients to receive the same high quality advice and first class service from all their professional advisers. Our teams of specialists have the expertise and commerciality to work alongside you to ensure your clients receive the right advice at the right time. The following pages provide details of Begbies Traynor Group and the specialist professional services we provide.

### About Begbies Traynor Group

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

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 more than 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 alongside law firms to deliver a service to their clients that meets their expectations in a professional manner that in turn, improves their client relationship.
- We offer partner led, specialist expertise, throughout the UK, backed up by BGN, our global network.
- We are the UK's leading specialist professional services firm, working alongside professional advisers, financial institutions and management teams.
- Our people have excellent technical and commercial skills which, combined with their hands on approach, enable them to deliver an outstanding service.

### International Coverage

Begbies Global Network (BGN) 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.

BGN 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. BGN has members and associates in 94 jurisdictions, offering the services of over 500 partners and 5,000 professional and support 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 Reviews
- Equity and debt refinancing
- Cash management
- Solvent reconstructions
- Profit and cash improvement
- Accelerated M&A advice
- Realisation of assets
- Access to a database of interim turnaround managers

### *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 law firm 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 lawyers.

## Commercial Finance

As trading conditions become evermore challenging, the ability to raise finance can make the difference between business success and business failure. Our national commercial finance brokerage is able to offer your clients a range of cost effective funding solutions tailored to their specific needs.

We are specialists in factoring and invoice discounting, having access to all quality lenders in this market. Our brokerage team has worked in the sector and, after a professional assessment, can place your client with the most appropriate lender.

We can work alongside you by:

- Reviewing the business, to include an appraisal of existing financial arrangements.
- Considering all the business's objectives and assessing possible funding opportunities.
- Reviewing all business assets and the suitability of funding against assets.
- Preparing a funding document to assist lenders in arriving at an appropriate decision.
- Managing the relationship between the client and potential lenders.
- Collating, comparing and contrasting facility letters.
- Guiding the client to acceptance/drawdown of facility.
- Monitoring ongoing service/funding delivery.

Below are the key areas where we can assist:

- Factoring
- Invoice discounting
- Asset finance
- Credit insurance
- Bank overdrafts
- Bank loans
- Trade finance
- Commercial property finance
- Bridging finance

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



## Corporate Finance

We have an impressive track record for working in partnership with law firms 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

## Tax

As specialist tax planning advisers, we have strong independent relationships with many lawyers and other professional advisers. There are a number of circumstances under which you may choose to call on our support, for example, when you recognise the value of our highly specialised tax knowledge for a particular client or when you want advice for your own firm.

### *Specialist Expertise*

As one of the most experienced firms of tax specialists of its kind in the UK, BTG Tax can offer your clients an unrivalled level of knowledge and expertise. We have a specialist unit dealing with Sports and Media professionals and the firm has years of experience in dealing with businesses, entrepreneurs and individuals.

Our specialist tax advice includes:

- VAT planning and advice
- HMRC tax investigations
- Non-UK domiciliaries
- Employment issues for higher-paid individuals
- Estate and inheritance tax planning
- Corporate structuring and asset extraction
- International transfer pricing and forex advice

### *Advice to Professional Firms*

Law firms and accountants who have retained our services on behalf of clients often find it equally valuable to call on our expertise when it comes to resolving tax related issues within their own practices.

We can be of assistance when you are planning the business structure of your own firm, for instance if you are planning to move to LLP status or just looking at the best options for succession planning. We regularly assist in managing the entry and exit of partners in an equitable manner.

### *Why Work With Us?*

BTG Tax are exclusively tax specialists and our ongoing business with a large number of professional firms depends entirely on our being ethical in every aspect of our dealings with you and your clients. As professionals you will have a far greater understanding of the technical aspects of taxation than most of our clients. Even so, people seem to appreciate the clarity we bring to all our communications and the uncomplicated way in which we deal with all our clients. We are, of course, happy to provide numerous references from clients of our law firm contacts, upon request.

## Forensic Accounting

Our national team of forensic accountants is able to provide support to lawyers handling cases involving contentious financial information that requires independent investigation and quantification. Our network of accounting professionals specialise in forensic accounting, financial investigation and valuation services and are, therefore, able to assist you 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
- Personal injury, medical and fatal accidents
- 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

Today's complex legal matters and disputes frequently require high-quality and timely intelligence to provide you with a swift and successful resolution to your case. Our intelligence team has both the internal resources and an international network of intelligence professionals to provide you with cutting edge corporate intelligence and investigative solutions.

### *Corporate Intelligence*

Our due diligence, profiling and intelligence gathering procedures are extremely thorough and are designed to protect and enhance your commercial interests under all circumstances, no matter what the underlying transaction may be.

### *Fraud and Commercial Malpractice Investigations*

No matter what the industry or the circumstances, in cases of fraud or other malpractice, our expert forensic accountants and investigators are able to identify critical exposures and explore matters comprehensively, identifying the culprits, the mechanisms they employed and the extent of any losses incurred.

### *Litigation Support*

In corporate recovery and other cases we will research and locate assets, trace, profile and where necessary, interview individuals, witnesses and suspects and support asset recovery and protection efforts before and after legal action has commenced.

### *Risk*

We are able to provide risk based, integrated security management programmes to protect high net worth individuals, along with protecting the interests, profits and reputations of businesses from initial consultation through to on the ground delivery, domestically and overseas.

Our intelligence services currently employed by law firms and their clients include:

- Due diligence reviews
- Executive profiling
- Asset/people tracing
- Computer forensics
- Fraud investigations
- Fraud awareness training
- Surveillance
- Security planning
- Crisis management and response

Our intelligence team adds an extra level of depth to your matters providing sound supporting evidence that will enhance your case and help deliver the results you need.





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Offices across the UK (including Channel Islands) and overseas. [www.begbies-traynorgroup.com](http://www.begbies-traynorgroup.com)

Begbies Traynor Group plc is a company registered in England and Wales No: 5120043. Registered Office: 340 Deansgate, Manchester, M3 4LY

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