



Services to Law Firms

Working in partnership with you

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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 professional services consultancy, employing more than 470 staff across a national network of UK offices. We provide a range of specialist professional services primarily to businesses, their professional advisers and the major banks covering insolvency, restructuring, corporate finance and risk management services.

Begbies Traynor was originally founded as an insolvency practice and through a strategic process of acquisition and organic growth, now offers a wider range of services to the business community. The success of the Group has resulted from the quality, commitment and hard work of our people.

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 our international 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

Our international alliance, BTG Global Advisory provides a unique resource of leading independent professionals working with declining and underperforming businesses and their shareholders.

The network is multidisciplinary. Its members have a broad range of professional skills, including all of those needed to provide overall solutions to business problems.

Members include lawyers, accountants, insolvency practitioners, forensic investigators, profit improvement consultants, turnaround and restructuring managers and a host of other specialists.

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:

- Debt Restructuring
- Lender and Creditor Negotiations
- Cash Stabilisation
- Diagnostic Business Review
- Diagnostic Model
- Performance Improvement
- Corporate Simplification
- Contingency and Insolvency Planning
- Optimised Exit Services
- Interim Management

When We Can Help

There are many situations where we can add value, which include:

- 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 is simply 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

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 online business information bureau. It helps business owners and their professional advisers to utilise data intelligently and its customers range from High Street banks through to small and medium sized businesses. Red Flag Alert also works closely with Accountants and Lawyers who focus on helping small and medium sized businesses trade in confidence and help them to grow their business.

Founded in 2003 and based in Manchester, Red Flag Alert started life as part of the Begbies Traynor Group, which is still a shareholder in the business. Red Flag Alert works closely with Funding Options, an online business which helps SMEs access a range of finance products and services and soon to be launched Engage, a journal validation tool for Accountants to allow the rapid completion of tasks such as Management Accounts, Tax Return, and Cashflow Analysis.

If you would like further information on Red Flag Alert, please contact helpdesk@redflagalert.com

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

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



Forensic Accounting

Our forensic accountants are experts in financial investigation and valuation, working closely with lawyers to provide skilled, timely and cost-effective input into a range of dispute issues. We are also able to deliver our robust findings, where required, as oral evidence in court.

Specialisms:

- Commercial Disputes
- Fraud and Financial Crime
- Money Laundering and Confiscation Proceedings
- International Arbitration
- Business Valuations
- Professional Negligence
- Matrimonial Disputes and Liquidity Appraisals
- Personal Injury

Forensic Technology

Drawing on their extensive experience and using state-of-the-art tools, our team assists lawyers and their clients with regulatory and internal investigations, legal disputes and general IT investigations. We help clients to find relevant information hidden in large amounts of data and use our findings to solve complex problems.

Specialisms:

- e-Disclosure
- Computer Forensic Investigations
- Mobile Phone Forensics
- Data Analysis and Queries
- Network Security
- Internal IT Investigations

Security Risk

We help clients deliver effective and proportionate security programmes to complement their core business activity and ease regulatory, investor and insurance concerns. Our highly experienced security risk team identifies, manages and reduces risk in commercial environments around the world to protect employees, assets and, ultimately, profits.

Specialisms:

- Security Risk Consulting
- Security Project Management
- Crisis Management

Investigations

Our investigators have in-depth and proven knowledge of all areas of corporate intelligence gathering and have been instrumental in detecting, investigating and preventing corporate crime.

Specialisms:

- Asset, People and Information Tracing
- Investigative Due Diligence and Business Intelligence
- Fraud Investigations
- Regulatory Compliance (including Bribery Act)
- IP/Brand Protection
- Corruption Investigations
- Covert Surveillance and Electronic Countermeasures



Offices across the UK. www.begbies-traynorgroup.com

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