

HOW WE WORK WITH IFAs

At Dunedin Advisory we specialise in restructuring and recovery, debt negotiations and solutions and personal and corporate insolvency. We work with individuals and business owners requiring financial options as well as creditors looking for repayment of debts due.

Operating throughout Scotland, our highly experienced and qualified team work with you to ensure clients benefit from technically sound, commercially oriented, practical advice and support.

HOW CAN WE HELP?

ACTING FOR INDIVIDUALS, SOLE TRADERS AND PARTNERSHIPS

We can act as Advisors in restructuring and recovery including:

- ✓ Debt Advice
- ✓ Advice on winding up Trade or Partnership business
- ✓ Negotiation with Creditors and third parties
- ✓ Arbitration
- ✓ Business Valuations

We can accept nominations as Insolvency Practitioners to undertake formal processes including:

- Debt Arrangement Scheme (DAS)
- Business Debt Arrangement Scheme (BDAS)
- Protected Trust Deed (PTD)
- Sequestration (bankruptcy)

ACTING FOR LIMITED COMPANIES

We can act as Advisors in restructuring and recovery including:

- ✓ Dealing with HMRC
- ✓ Independent Business Reviews (IBRs)
- ✓ Business Restructuring
- ✓ Creditor and Lender Negotiations
- ✓ Strategic Exits
- ✓ Arbitration
- ✓ Funding Requirements
- ✓ Working Capital and Cashflow Management

We can accept nominations as Insolvency Practitioners to undertake formal processes including:

- Members' Voluntary Liquidation (MVL)
- S110 Reconstruction
- Company Voluntary Arrangement (CVA)
- Creditors' Voluntary Liquidation (CVL)
- Winding Up By Court (WUC)
- Administration

ACTING FOR CREDITORS

We can act as Advisors including:

- ✓ Debt and Asset Recovery
- ✓ Advising on prospects of Recovery
- ✓ Independent Business Reviews
- ✓ Business Valuations
- ✓ Setting out Options and available Actions
- ✓ Dealing with Stakeholders to support pre insolvency settlements

Your client might want as much information as possible about a debtor (individual or corporate) before they invest money in debt collection or an insolvency process. Speak to us about a desk top search and financial analysis of the party in question.

We can accept nominations as Insolvency Practitioners to undertake formal processes including:

- Winding up By Court (WUC)
- Administration
- Sequestration

Where funds allow, we can be appointed in provisional or interim capacities in certain insolvency procedures, in advance of full appointment. At best, this may result in payment of the petitioning party's debt, and at least allows a better understanding of your client's chances of recovery.

USING YOUR SERVICES AS IFA – WHAT WE NEED?

We can give your details to a client. At times we may require your professional input. Services may include:

- We deal with solvent winding ups and distributions to shareholders, recovering sizeable sums which often require separate IFA services where we can recommend your firm
- Sometimes a restructuring requires the use of a pension fund for property purchases where IFA expertise is essential
- Re-mortgaging of residential property may be required which can be referred to your firm
- Individuals may require to drawdown a pension needing advice and the options available
- Fact find information may be required in relation to specific agreements

CLIENT CASE STUDIES



Divorce Action – Dispute over family company share value

CLIENT ISSUES

Two valuations significantly different with parties not agreeing.

DUNEDIN ADVISORY SOLUTION

Attended company premises, discussed operations with director, reviewed customer profiles, order book, working capital requirements, staffing and company commitments. Extracted information on similar sized businesses as comparatives. Considered affordability of sums being available to shareholder to pay a settlement value including impact on company and non connected shareholder. Prepared valuation report including photographic evidence. Counsel consulted with Dunedin director on key aspects.

OUTCOME

Court accepted Dunedin Advisory recommendations and settlement agreed at one third of the sum pursued.



Construction Company, Turnover £2.5m (rising to £6m as a result of changes)

CLIENT ISSUES

Company turnover declining (100+ personnel with high redundancy costs), pressure by Bank to withdraw overdraft facilities and owner looking to retire.

DUNEDIN ADVISORY SOLUTION

Assisted owner, negotiated revised bank facilities, secured a buyer for the trading premises with significant cash injection enabling a move to modern premises. Supported retirement process for owner, mentoring younger family and managers into business via MBO.

OUTCOME

Company increased turnover and profits, repaid bank facilities and removed over reliance on external funding.



Former Sole Trader with significant HMRC debt

CLIENT ISSUES

Individual who had ceased self employment and nearing retirement facing bankruptcy due to non filing of self assessment returns over a number of years. Insufficient information held to submit returns.

DUNEDIN ADVISORY SOLUTION

Reviewed overall position preparing a report on individual's earning capacity and assets and liabilities. Facilitated meetings with family members. Negotiated a settlement with HMRC that involved family members settling a reduced sum in full settlement of HMRC debt.

OUTCOME

Avoided loss of family home and higher costs involved in formal sequestration process.

Please speak to us if you have the skills and service lines that support our work as Advisors and Insolvency Practitioners. We can help you and your clients assess their situation, explore options and develop solutions.

For more information, please call Christine Convy or Linda Grant.



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