



# Business Recovery Programme

## Saving Businesses



# Outline



- The Market
- Causes of Difficulty
- Effects on Business
- The Need
- Services
- Proposal
- Background

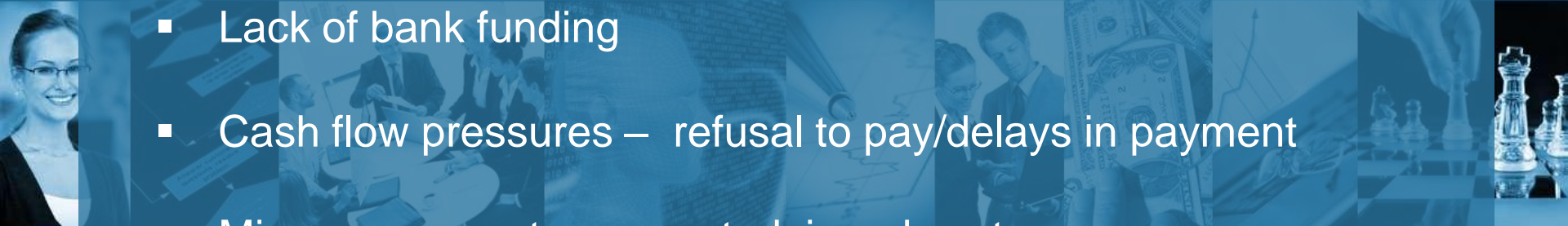




# Cause of Difficulties



- A variety of reasons for financial difficulties:
  - Falling sales volumes/profitability leading to:
    - Accumulating losses
    - Reliance on other funding– creditors, credit cards etc
    - Creditor pressure
    - Impact on ability to get supplies
  - Lack of bank funding
  - Cash flow pressures – refusal to pay/delays in payment
  - Mismanagement – more stark in a downturn





# The Need



- ❑ Specialist Advice:
  - Turnaround
  - Recovery
  - Technical Know How
  
- ❑ Practical Approach:
  - Business Review
  - Establish key causes of decline
  - Reassure directors
  - Develop action plan:
    - ❖ Short term cash management
    - ❖ Cost cutting
    - ❖ Creditor management – CVA/informal proposals
    - ❖ Refinancing – leasing, factoring, government supported





# Background



- ❑ AP Benson  
Consulting and Economic Development
- ❑ Gore and Company  
Corporate Recovery & Accounting Troubleshooting
- ❑ Four offices and 20 people
- ❑ Worked in [Region] since [Date]  
[Examples of engagements]
- ❑ Almost 20 years experience of corporate recovery and turnaround
- ❑ Technical Expertise in Insolvency