



## WHO WE ARE

At Dunedin Advisory we specialise in the restructuring and recovery of businesses and help individuals with personal debt. We take the strain, working through options and delivering clear advice to turn challenging financial situations into best outcomes.

Founded in 2009, we are one of Scotland's largest insolvency specialist firms operating throughout Scotland, with offices in Dundee, Glasgow and Glenrothes. Our qualified team has over 90 years of experience in business and professional services providing technically sound, commercially oriented, practical advice and support.

We help individuals and business owners requiring financial solutions as well as creditors looking for repayment of debt due.

Dunedin Advisory is one of the two Providers of out-sourced sequestration services to the Accountant in Bankruptcy (AiB) Government body in the administration of Sequestrations across Scotland.

We also act on various creditor panels and receive appointments to assist with expert opinions, independent reporting and recovery of assets or debts relating to individuals, partnerships and limited companies.

We have a validated track record of success in our negotiations. In the last 4 years our Insolvency Practitioners have administered more than 1,500 cases, supported the recovery of over £12m of assets and distributed over £10m to creditors and stakeholders.

## OUR CORE SERVICES

### ADVISORY SERVICES

- Business restructuring
- HMRC pressures
- Strategic exit
- Independent business review (IBR)
- Arbitration
- Creditor and lender negotiation
- Funding requirements
- Shareholder valuations

### CORPORATE RESTRUCTURING

- Members Voluntary Liquidation (MVL)
- Section 110 Reconstruction
- Company Voluntary Arrangement (CVA)
- Corporate Simplification

### CORPORATE INSOLVENCY SOLUTIONS

- Insolvent Liquidation
  - Creditor Voluntary Liquidation (CVL)
  - Winding Up by Court (WUC)
- Administration

### PERSONAL INSOLVENCY AND DEBT SOLUTIONS

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

## CLIENT CASE STUDIES



### Training and Care Sector Provider, Turnover £2m (safeguarded business)

#### CLIENT ISSUES

Operating officer on long term sick leave, business in rapid decline, no practical management.

#### DUNEDIN ADVISORY SOLUTION

Attended client premises, interviewed all staff, assessed future sales and cost infrastructure, reviewed existing financial commitments. Promoted managers to key roles, then provided mentoring and training, including updating of internal systems and reporting. Managed a redundancy and recruitment programme.

#### OUTCOME

Overhaul of business, correct skill mix to take forward, ensuring funding and support in place.



### 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.



### 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.



### Electronics Designer and Manufacturer, Turnover £3m (rising to £8m post change)

#### CLIENT ISSUES

Long established company operating at loss eroding business's financial foundations, bank threatening withdrawal of funding.

#### DUNEDIN ADVISORY SOLUTION

Worked with FD and Board to analyse business and set strategy for significant improvement and change, increased turnover and return to profitability.

#### OUTCOME

Safeguarded the business and continued trading with robust infrastructure and financial management.



### Wind Turbine Service Company, Turnover £2m (business advisory safeguarding stakeholder interests)

#### CLIENT ISSUES

Demise of renewable tariffs desecrated all new business installations and future prospects.

#### DUNEDIN ADVISORY SOLUTION

Assisted owners to determine strategy and skill diversification into new company. Orderly wind down of operations.

#### OUTCOME

Maximised return to stakeholders provided for better outcome if orderly wind down had not occurred.



### 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.

## CLIENT TESTIMONIALS

Thank you once again for your thorough and efficient service, I will happily provide a glowing endorsement of you and your business.

A member of your team assisted our client before her case was submitted to AiB. She was excellent with our client and very empathetic to her situation and we thought her customer service was fantastic.

We asked DA to carry out a review of our business which had turned quite dramatically from profit to loss making. They undertook a thorough review of the business and proposed a recovery plan. They assisted us in implementing the plan and have had to deal with some very difficult issues along the way, each one of which has been overcome. They have worked closely with the directors and their calm and methodical ways of seeing a problem through have greatly reassured the directors and given them confidence in the way ahead.

## MANAGEMENT AND OUR TEAM – WORKING ACROSS SCOTLAND



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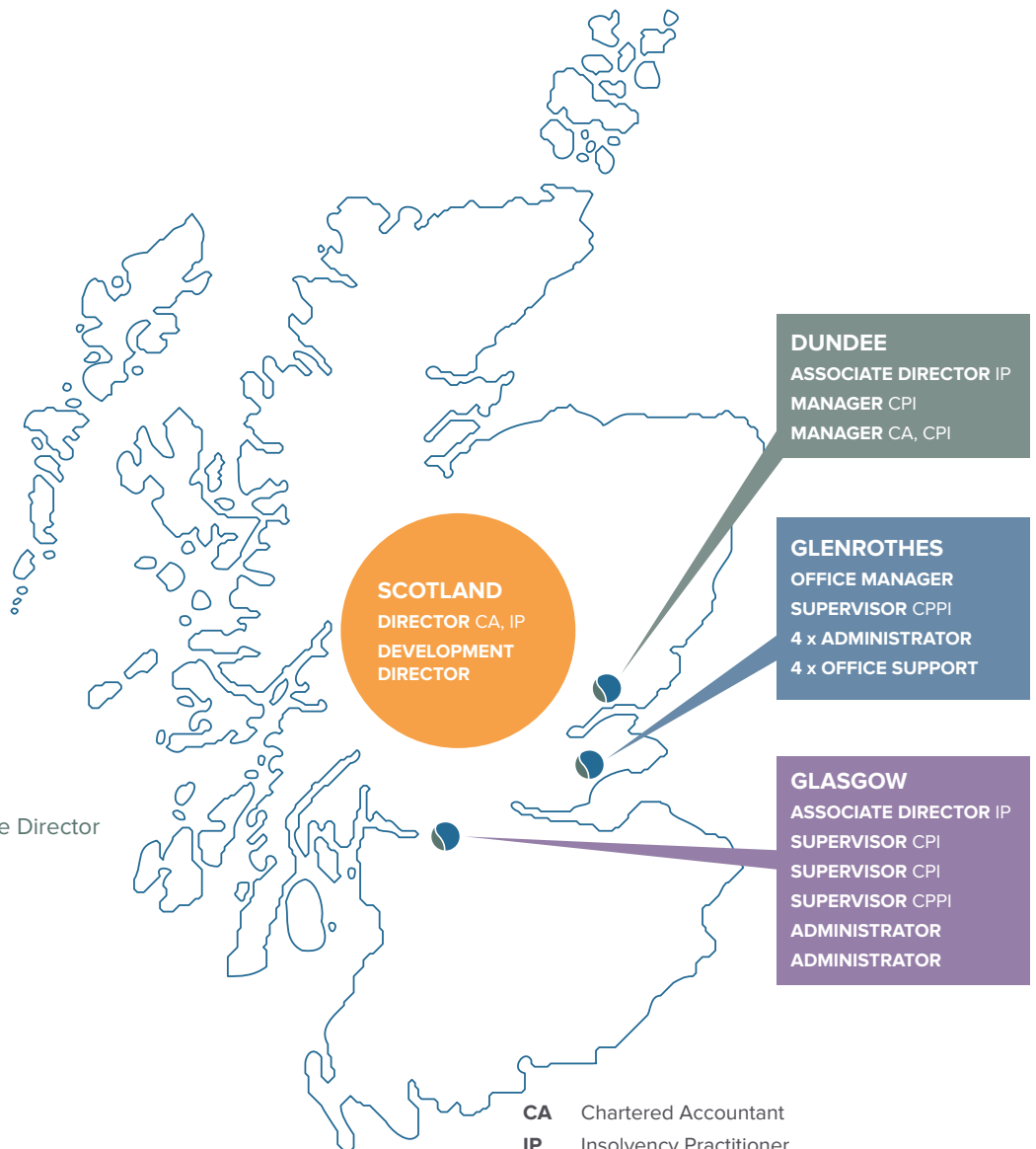
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- CA** Chartered Accountant
- IP** Insolvency Practitioner
- CPI** Certificate of Proficiency in Insolvency
- CPPI** Certificate of Proficiency in Personal Insolvency



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