



HOW WE WORK WITH SOLICITORS

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 SOLICITOR – WHAT WE NEED?

We may require legal representation throughout an appointment. Instructions relate variously to the appointment itself. These can include:

- Notes to court
- Estate agency and conveyancing services
- A sale agreement
- Litigation to defend or pursue an action
- Legal opinions on a range of matters

SECTOR NEEDS

Our services support most legal disciplines, for example:

FAMILY LAW AND INSOLVENCY

Personal insolvency and divorce often go hand in hand. If your client is facing financial hardship because of their divorce, we may be able to assist with a personal financial solution.

If your client is in divorce proceedings and there could be risk of an insolvency, we can ensure your client protects the assets to which they are entitled.

If your client wishes to pursue a former partner for unpaid amounts, we can assist.

INSOLVENCY OBLIGATIONS FOR EXECUTORS

On occasion an individual dies, leaving behind an insolvent estate. The executor, or person entitled to be appointed executor, has a legal responsibility to petition for the sequestration of the deceased's estate, within certain timescales. Speak to us for assistance on statutory requirements.

CONVEYANCING / DISPUTE RESOLUTION

ie. Separating or Restructuring Family / Combined Estates - eg. farming, land, company shares, asset portfolios.

There are instances where families or partners have different strategic plans and no longer wish all the estate to be combined.

We can assist in negotiations or determination of possible solutions to enable amicable separation of assets. An insolvency process can be used to minimise tax implications and often utilised in solvent situations to achieve best result for all parties.

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 and legal agents 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. Liaised with legal agents in the implementation of all required legal representation.

OUTCOME

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

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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