



**I N S O L 2 0 0 5**  
Sydney, 13th - 16th March

Sponsor

***Kroll***

Corporate Advisory & Restructuring Group

**Kroll**

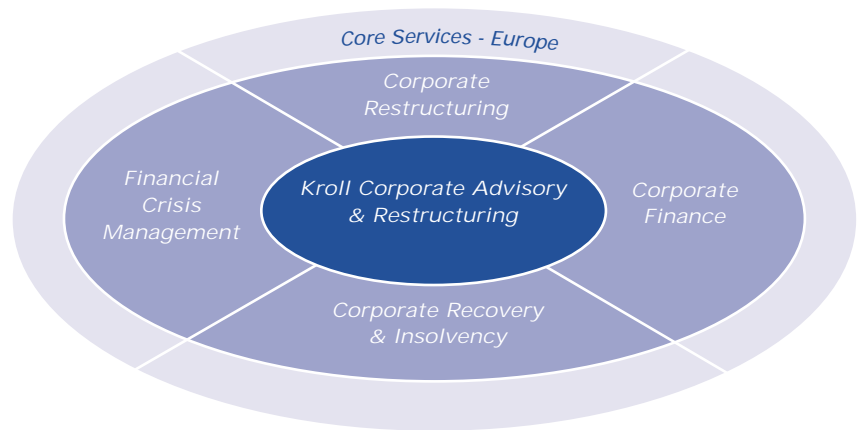


## Corporate Advisory & Restructuring Group

*For over a quarter of a century Kroll has gained recognition for maximising the survival prospects of businesses in financial distress.*

*Kroll's Corporate Advisory & Restructuring Group is the world's leading independent firm specialising in corporate rescue, restructuring and insolvency.*

With more than 300 professionals, our team in Europe has extensive experience in working with and advising lenders, corporates, other stakeholders and individuals, both domestically and internationally. We help businesses to capitalise on opportunities, overcome financial, strategic and operational difficulties, and deal with the consequences of insolvency.



With knowledge and skills gained in local and international marketplaces, we have successfully undertaken assignments of all sizes and complexity, from local businesses to global market leaders.

Kroll's worldwide team, including Kroll Zolfo Cooper, the leading advisory and restructuring practice in North America, has the resources and capabilities to manage large international assignments involving complex cross-border issues.

*Our independent status enables us to provide objective, unbiased and conflict free advice*

*Local Knowledge > Global Reach*



*We work hard to find the right solutions for our clients*

Kroll's Corporate Advisory & Restructuring specialists are experienced in quickly identifying and understanding the causes of corporate decline. We understand the realities and sensitivities of managing businesses in today's challenging marketplace, enabling us to find the right solutions for our clients.

Over the past two decades our specialists have gained strong practical knowledge across a wide spectrum of industries, which allows us to rapidly build a high quality team for each assignment. Each of our teams are formed around a core of professionals experienced in addressing the fundamentals of business, whether they are financial, strategic or operational.

Kroll specialists around the world are able to provide truly global solutions, combining local and international expertise. In addition to our operations in North America, our global network includes our strong affiliation with Ferrier Hodgson, the leading independent restructuring and recovery practice in Australasia.



*Our geographic coverage allows us, even under the most challenging circumstances, to mobilise experienced teams rapidly to stabilise any business situation.*



*Problems do not solve themselves.  
We can help you find the solutions.*

#### *Effecting Change through Corporate Restructuring*

Kroll's advisors can help effect the necessary positive change and give you guidance to ensure that you are best placed to make the right decision. Rapid action enhances the chances of achieving success and maximising value.

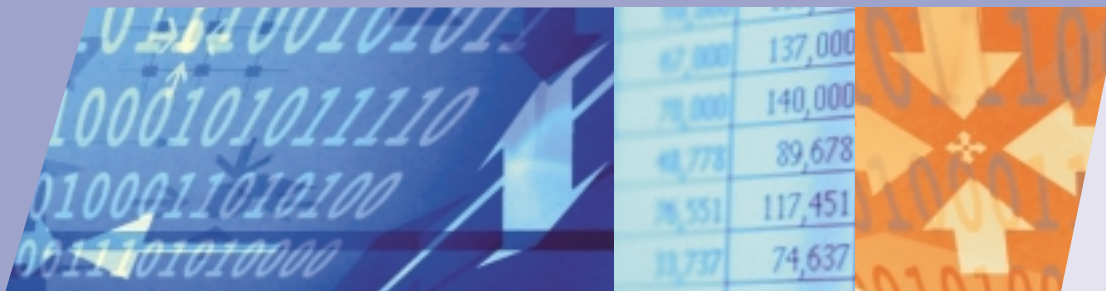
#### *Corporate Restructuring*

Our world-class independent team of financial and operational restructuring, advisory and insolvency specialists operate from key locations in North America and Europe, and are skilled in providing seamless global restructuring advice. We work in whatever capacity best suits our clients' situations, from acting as interim and crisis management teams to advising and assisting lenders, corporates and other stakeholders.

Kroll are renowned for dealing with companies in or heading towards distress. Our services have been shown to enable creditors, whether banks, bond holders or other types of investors, to define and assess the risks and potential returns inherent in a company's business plan and asset base.

Expertise across numerous industries, combined with our understanding of how to overcome economic stakeholders' divergent interests, assures our clients of practical and valuable solutions to complex and challenging issues.





### *Financial Crisis Management*

Kroll's professionals are skilled in guiding and managing companies through the most challenging crises. We can immediately provide the critical leadership necessary to rapidly create and implement a plan to stabilise a business and mobilise resources towards recovery. We can either work as individuals alongside management, (such as Chief Restructuring Officer, interim CEO, Finance or Operations Director) or work as part of a crisis team.

We provide immediate management assistance to companies in distress. Our professionals specialise in resolving complex situations, working side-by-side with management to restore operational and financial stability.

With proven methodologies we are able to provide our clients with a clear structured path of tailored turnaround initiatives to restore their company's viability, profitability and credibility.

*Kroll is ideally placed to provide the right solution to distressed businesses, regardless of their size, type, location or needs.*

- > Renowned reputation for providing innovative solutions to the most challenging issues.
- > Global reach, combining local and international expertise to offer integrated cross-border restructuring solutions.

*Kroll's restructuring professionals can help you find the optimum outcome, whatever the situation.*

*Our priority will always be to rescue a company and restore its value.*

### *Protecting Value through Corporate Recovery*

Kroll recognises that in today's rapidly evolving marketplace even the best-managed business can at times face difficulties.

When this happens, early and constructive action and advice is required, recognising the scope of options and solutions available.

Our priority will always be, wherever possible, to rescue a company and restore its value. We will assess the strengths and weaknesses of a business, consider what steps are needed to stabilise matters, and focus on its ongoing viability.

Our Corporate Recovery services include:-

- > Independent Business Reviews
- > Cash flow reviews
- > Exit advice for lenders
- > Debt reduction programmes
- > Working capital management
- > Receiverships
- > Administrations
- > Company Voluntary Arrangements
- > Schemes of Arrangement

Kroll offers a partner-led service, all of whom are experienced, qualified practitioners with hands on expertise in business rescue and recovery. They are supported by a team of directors and managers with a wealth of experience and knowledge encompassing a broad range of business sectors.

*Kroll's Corporate Recovery team is able to carry out any size of assignment, with a core focus in the SME market.*



### *Pragmatic and Commercial Solutions*

Our team of professionals are able to demonstrate an impressive track record in providing pragmatic and commercial solutions for businesses ranging from small family owned enterprises to major international organisations. We have been involved in numerous high profile assignments, including quoted companies, multinationals, banks and other financial institutions.

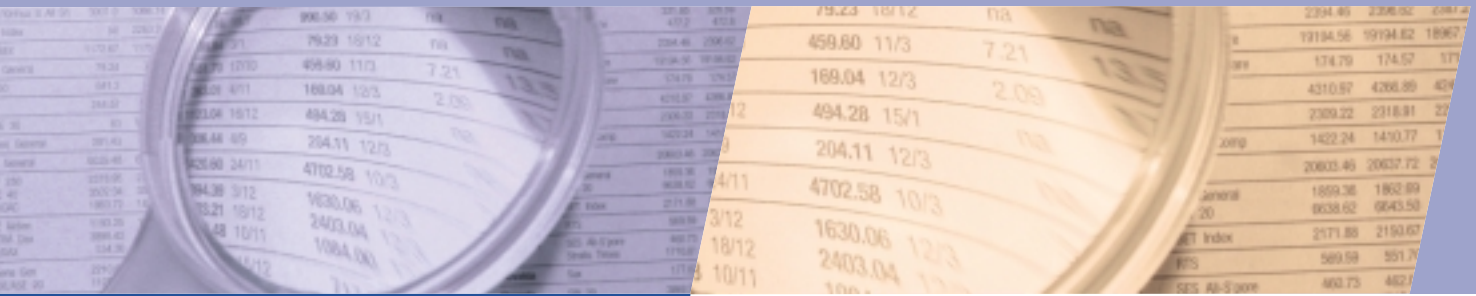
Our structure allows us to react quickly and mobilise staff resource for the most labour intensive assignments, both within the UK and internationally. Kroll's network of offices enables us to provide solutions to large national assignments that have geographical spread whilst also benefiting clients with our local knowledge, and sector expertise.

### *Diversity and Clarity*

The diversity of our role encompasses formulating and implementing a recovery strategy, using the most effective and appropriate procedures available, whilst at the same time providing innovative, workable, and cost-effective solutions.

In all assignments we work diligently with stakeholders to ensure that they are kept fully informed and that the key issues facing the company's business are clearly understood and managed from the outset.

*Our excellence is based upon our experience and our innovative approach to problem situations.*



*There will be times when the problems faced cannot be rectified and the only appropriate solution is the effective realisation of assets.*

#### *Maximising Asset Realisation*

Kroll's experienced Liquidation Services team is able to ensure a proactive realisation of assets to promote rapid distribution to creditors. It is renowned for its handling of both large and small assignments, having gained recognition for quickly resolving difficult situations.

Kroll has long standing relationships with a broad range of legal and accounting firms, both large and small, and is able to provide solutions for all circumstances and budgets.

We are supported by in-house forensic experts to trace assets and recommend strategies for retrieval or restitution, which can be vital on the more complex assignments.

Our experienced insolvency professionals can instigate an effective recovery process with the help of formal protection from creditors through liquidation or bankruptcy appointments.

Our team, with backgrounds in the Government Insolvency Service, other large accounting practices and banking, enable us to bring expertise from many disciplines and tailor our team to each individual assignment.

*Kroll is the leading choice for clients, whether it be for the effective realisation of assets or in providing creative advice in the most complex of circumstances.*





*Our experienced team of Corporate Finance professionals have collectively built a strong reputation for combining both specialist industry knowledge and corporate finance skills. We advise companies and individuals, originating and executing transactions in both the public and private company sectors.*

Whilst we have the experience and capability to cover all sectors, we have made significant investments in developing specialist teams with extensive knowledge, experience and contacts in the following key sectors:

- > Automotive
- > Healthcare
- > Logistics
- > Support Services
- > Technology

With a focus on mid-market transactions, we have broad experience in leading transactions from start ups to deals over £500m. We typically focus on deals in the £5m to £75m value range.

Working alongside Corporate Finance is Kroll's Industry Group comprising a number of experienced executives from industry. The team has taken part in buy-outs and buy-ins and as such have a deep understanding of management and operational issues.

*As an integral part of the Kroll group, the Corporate Finance practice also assists on bespoke recovery programmes for distressed businesses, which might involve disposals, acquisitions or raising equity.*



*Our core lead advisory services for both public and private companies are:*

- > Corporate Disposals
- > Management Buy-Outs
- > Fund Raising & Development Capital
- > Management Buy-Ins
- > Mergers & Acquisitions

*Kroll's Corporate Finance team is a lead advisory business that leverages Kroll's international network and market intelligence resources to deliver a premium service.*



*With knowledge and skills gained in both local and global marketplaces*

*we undertake assignments of all sizes and complexity, working with a wide spectrum of clients, from local businesses to global market leaders.*



*Our independent status enables us to provide objective, unbiased and conflict free advice.*

*Local Knowledge > Global Reach*

*Kroll's Corporate Advisory & Restructuring Group capitalises on its independent status and global coverage, to assist and advise individuals and stakeholders facing financial, strategic and operational difficulties.*

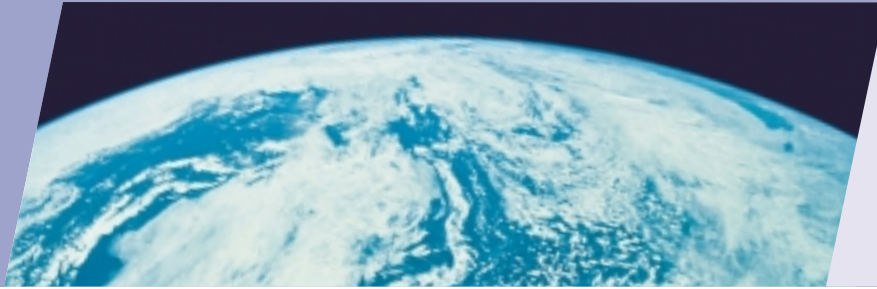
For over a quarter of a century Kroll's experienced team of professionals has gained a reputation for success in maximising the survival prospects for businesses and individuals in financial distress.

As business becomes more globalised, so does the need for integrated, cross-border solutions. Working with our colleagues at Kroll Zolfo Cooper in North America and our affiliates Ferrier Hodgson in Australia and Asia, we offer clients seamless global coverage.

Kroll's Corporate Advisory & Restructuring professionals can provide critical leadership and help effect the necessary positive change to enhance the chances of achieving success and maximising value.

*We work diligently with stakeholders to gain support and commitment for sustainable solutions.*

## *Kroll for Complete Client Solutions*



*Integrated Services for Complete Client Solutions, Worldwide*

*Kroll provides a broad spectrum of services to help clients reduce risk, resolve problems and capitalise on opportunities.*



*As the nature and complexity of business risks have become more sophisticated, Kroll has evolved into a global organisation focused on finding solutions to help clients overcome the many challenges they face.*

Kroll provides integrated client services through over 70 offices in 20 countries supported by a network of over 2,600 staff and consultants worldwide.

Our professionals are committed to the highest standards of integrity and excellence, and are unwavering in pursuit of the best possible outcome for our clients.

*As our client you will receive an unrivalled quality of service tailored specifically to your needs - and at all times one of personal attention.*

# Kroll

Corporate Advisory  
& Restructuring Group

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