

mclaren knight

lender &
stakeholder
solutions



■ introduction

Today's organisations are changing more rapidly than ever before. Whole new industries are being created, older ones fading away. The challenge for entrepreneurs and their stakeholders is to continue to develop and support flexible, successful business plans and to carry them out in the face of great uncertainty.

The bottom line for lenders and stakeholders is to reduce the risk of shortfalls in existing or future loans. At **mclaren knight** we understand this simple yet beneficial priority implicitly. We provide financiers and benefactors direct access to our senior people, who have the right mix of technical knowledge and practical experience to give efficient and effective professional advice.

When a business situation demands specialist expertise, we can draw upon the specialist knowledge of our in house professionals; and by leveraging on this knowledge network, we can deliver to you the best solutions to your business problems.

■ our people

To deliver what we promise we utilize a team of people from a diverse range of professions. When engaging professional staff, we source team players who can constructively add to the already multi-skilled teams, but who remain individualistic in their drive to find solutions to problems, and who value-add to existing business enterprises.

Our lender solutions team understands that time remains of the essence. It will provide clear, practical, commercial advice to you in respect to, but not limited to, asset structuring, credit management, pre-lending opinions and investigative accountants reports.

■ our approach

We embrace being charged with the task of trying to rescue financier's relationships with their customers, or that of stakeholders with their peers.

We believe in consulting with the parties before we commence work so as to learn the clients' knowledge of the business, the financiers' or stakeholders' knowledge of the situation and history of the file. We synergize with all parties to find, agree on and enact the most effective and efficient protocol to meet the combined goals.

We believe that this partnered approach affords the best way to preserve value and thus leads to the best outcome for all parties. We accept that in some cases formal appointments may be the best or only option available; but before we recommend such a drastic and uncertain undertaking, you can be assured that we will have considered all other possible alternatives.

■ our services

business valuations / due diligence reviews

What you or your client think a business is worth, and what it actually is worth, will more often than not differ completely. Our team can undertake a comprehensive review of a business and provide you with an assessment of what the business is legitimately worth to an independent purchaser. Conversely, as a purchaser, you may wish us to act on your behalf to ensure that you are getting what you expect and pay for.

business viability reviews

Business viability reviews are an examination of a business with a view of reporting on its functions including, if necessary, the actions required to improve it internally or from a credit provider's position. The review will generally cover organisation, structure, present market position, financial situation and profit and cash flow forecasts.

evaluation reports

Our team can quickly and accurately establish the financial position of a client, or potential client, for the purpose of assessing the risk to a secured lender or financier. You will be provided with a summary and fiscal snap shot of the client comprising a number of evaluation criteria.

We can also make strategic and tactical recommendations to provide a way forward. In fact, if you want us to, our team can assist and follow through with the implementation of our recommendations, which is what sets us apart.

financial & operational management reviews

Early intervention and decisive action are the hallmarks of good governance. One way to ensure that you are protecting your or your client's investment is to engage our team to work with you to conduct a once-off or annual fiscal and managerial review of your business operations. Think of it as a medical check up of your business.

investigative accountant's (IA) report

Often the early warning signs are there: creditor pressure, lack of cash, managers that appear to be in continuous crisis management. At the earliest signs of difficulty an Investigative Accountant's (IA) review, followed by precise, unbiased remedial action, can often set a deeply troubled business onto the path of recovery.

pre loan application reviews

When applying for a loan it is the perfect time to engage an expert to review what's on offer and the business' ability to service the debt. Broaden your options, protect your interests and secure the best outcome from the very beginning.

pre lending reviews

Pre lending reviews consist of short investigations into the viability and credit worthiness of a business, to give piece of mind to lenders committing funds to new customers or additional facilities to existing customers.

security reviews

If and when appointed, our team can monitor debtors, creditors, stock levels and any other security conditions on behalf of an interested party on a monthly, bi-monthly or other basis as required.

formal insolvency appointments

The main types of administration available to lenders and creditors of a business are:

- enforcement of a charge or other security through the appointment of a receiver or a receiver and manager
- appointment of a voluntary administrator, which may result in the business being returned to its directors, the company executing a deed of company arrangement or the company being wound up.
- appointment of a liquidator, when the company is financially terminal.

Lenders usually have the power to appoint all of the above forms of administration. We strongly encourage lenders to seek advice on the options available to them and to act proactively in protecting their interest.

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At **mclaren knight** we can provide you with the advice that you need to protect your interest. We can even accept instructions to be appointed and to act for you in certain circumstances.

nexgen consulting (business revitalization)

In today's increasingly turbulent marketplace, enterprises are expected to deal with massive change to meet the expectations of lenders, stakeholders, employees and management.

Survival of the fittest has never been truer and this is why we at **mclaren knight** have developed a whole new accounting discipline - nexgen consulting in which we select a team of multi skilled professionals and mandate them with the task of re-creating value in underperforming businesses through the development, implementation, management and monitoring of new and restructured business protocols and futuristic ideologies.

Working as an independent team with a focused strategy and plan, we work through the process of stabilization, analysis, repositioning, focusing and amplification to ensure that the required charges are appropriately considered, and if accepted, adequately implemented.

■ fee for service

All services divisions of **mclaren knight** calculate their charges on a time basis. We aim to provide a premium service for our fees and as such we constantly review our internal policies and procedures to ensure that our rates remain competitive.

To assist you and your client, any initial consultation with you or your client in respect to any matter will be undertaken at no charge to any party.

■ other publications

To assist our clients and partnered professionals we publish various flyers and brochures as part of our MENTOR PROGRAM. Please visit our website to obtain a current list of publications. You can also contact our office to obtain a full suite of our publications.

mclaren knight is staffed by experienced, committed professionals, who are selected and trained to identify the needs and goals of clients, and to work with them to achieve the desired result.

At **mclaren knight** we take our reputation extremely seriously. We only adopt the latest practices and use the most current information.

Our team members must undertake regular internal and external training to ensure, that their abilities meet, if not exceed, the evolving demands of the market.

To learn more, please visit your local **mclaren knight** office or visit www.mclarenknight.com.au.