



For Lenders

RSM Bird Cameron's Turnaround & Insolvency services for lenders is designed to reduce the risk of shortfalls arising on existing or future loans.

Quick Evaluation Review

RSM Bird Cameron's "Quick Evaluation Review" (QER) is an investigative recovery service provided by our business recovery experts tailored specifically to meet the needs of secured lenders.

Why conduct a Quick Evaluation Review?

A QER assists secured lenders to establish the financial position of a client, or future client, with the underlying purpose of assessing risk

and recommending risk minimisation strategies.

Our Turnaround & Insolvency experts are often called upon to undertake reviews of:

- existing clients who have made application for additional funding for the purpose of working capital and capital acquisition;
- existing clients who have contravened the terms of loan arrangements and/or who fit industry risk profiles; or
- prospective clients.

What does a Quick Evaluation Review provide?

Our QER recovery service provides an independent assessment of your client's (or prospective client's) current financial position and likely future trading prospects.

The scope of the QER will be agreed in consultation with you prior to our engagement to ensure matters of particular concern are addressed.

In general terms, a QER will provide you with a written report detailing:

- A summary of the security position – after taking into account preferential creditors and the effects of the nature of the business on assets under the security
- An estimate of the current financial position, requiring an evaluation of:
 - the collectibility of debtors; after taking into account any liabilities which may be entitled to be offset;
 - creditors – with particular attention paid to preferential creditors, goods and services tax, payroll tax, income tax, PAYG, supplies subject to reservation of title clauses and writs issued against the client;
 - plant and equipment (written down values or third party valuations);
 - property (book value or third party valuations); and
 - stock levels and value

- An evaluation of financial controls
 - including an assessment of the accuracy of management reports.
- Historical trading performance by business unit where applicable.
- Where applicable, a review of existing contracts including:
 - Profitability status – present and future;
 - Contingent liabilities existing in respect of unprofitable contracts, if any;
 - An assessment of future cashflows and profitability; and
- Recommendation in accordance with the scope of the review which may include:
 - an improvement in the reporting by the business to the secured lender;
 - an extension of existing loan facilities or otherwise;
 - debt reduction proposals; and
 - the appointment of a Voluntary Administrator or Receiver and Manager.

Our guarantee to you

We undertake to issue a draft report to you within five business days of commencing the review.

Monitoring appointments / workouts

We will accept monitoring appointments to a lender's client to ensure that accurate and timely accounting information, such as monthly management accounts, budget etc., are prepared to assist in monitoring and planning of a business.

A major aspect of these types of appointments is that we will make recommendations to directors as to what matters need to be implemented in order to improve profitability. You will be kept abreast of the progress of key issues in the business via regular reports.

Security audits

We will monitor debtors and stock levels and any other security conditions on behalf of lenders on a monthly, bi-monthly or other basis.

Formal insolvency appointments

These types of appointments include:

- receiver and manager;
- agent for the mortgagee in possession;
- voluntary administration;
- liquidation.

Multi-disciplined team approach

RSM Bird Cameron's Turnaround & Insolvency team have staff skilled in handling these types of appointments backed by the resources of a full service national accounting practice that includes the following dedicated services lines:

- Assurance & Advisory
- Business Solutions
- Corporate Finance
- Risk Advisory
- Financial Services
- Tax Services

By connecting with our multi-disciplined team approach, you can be assured of us achieving the best outcome.

For more information

RSM Bird Cameron's Turnaround & Insolvency services are available nationally.

Please contact us for detailed information.

Turnaround & Insolvency - Albury & Wagga

601 Stanley Street, Albury NSW 2640

55 Berry Street, Wagga Wagga NSW 2650



Andrew Bowcher
Director
T: (02) 6921 9055
E: andrew.bowcher@rsmi.com.au



Tim Gumbleton
Principal
T: (02) 6921 9055
E: tim.gumbleton@rsmi.com.au

Our one-firm structure enables us to provide strong connections and a focus on client relationships. Clients can readily connect to our national and international expertise and networks, our extensive understanding of Australian business and to our directors and senior advisors. With RSM Bird Cameron you really are... **Connected for Success.**