Introduction to Our Services

www.btgga.com

Accreditations and Affiliations
About Us

BTG Global Advisory is an international business and financial advisory group, uniquely positioned to advise on and implement tailored solutions to complex situations for companies experiencing financial challenges and distress.

Our members are leading firms in their markets and have an international outlook that reflects the increasingly global nature of business. Collaboration allows us to service clients seamlessly across geographies.

Our Members

Our partner firms are strategically located around the globe, covering most major jurisdictions and work together to provide clients with true multidisciplinary advice across multiple geographies. The expertise of our alliance members, combined with their detailed knowledge of local legislation and cultures provides our clients with access to relevant advice tailored to local market conditions.

Members who manage key assignments include:
- B. Riley Advisory Services – United States and Mexico
- Begbies Traynor Group – UK, British Virgin Islands, Cyprus, Gibraltar, Jersey and, in association with Clarity Advisory SA, Greece and the Balkans
- Farber – Canada
- ftt partners – Russia
- Integrated Capital Services Limited – India
- Matson & Associates – South Africa
- PLUTA Rechtsanwalts GmbH – Germany, Italy, Spain
- Rodgers Reidy – Australia, Hong Kong, Malaysia, Singapore, New Zealand
- TCP Partners – Brazil
- Zalis Partners – France and Belgium

Our Services

Our international alliance is multidisciplinary. Our members have a broad range of professional skills, including all of those needed to provide comprehensive solutions to business problems. This skill set includes restructuring advisory; turnaround, insolvency, workout and profit improvement consultants; forensics investigators and other litigation support professionals; and investment banking/M&A transaction advisors amongst other specialists.

By working closely together to fully leverage our collective strengths we are able to bring together resources to carry out assignments effectively, using local and regional experts to provide international solutions.

Cost-Effective

Finding cost-effective solutions is a key issue for cash-tight, struggling businesses and their stakeholders, whether they are operating in developed or emerging economies. We understand the need to add value through the work of our experts, so that their input to a declining business is a net benefit for the stakeholders rather than an added cost.

Our Expertise

From our broad geographic and multidisciplinary network, we can assemble a strong team for each assignment who will work together to cover most requirements and avoid unnecessary duplication in professional costs.

Typical issues addressed by BTG Global Advisory include:

**Insolvency and Restructuring**
- Asset utilisation and collateral assessment
- Capital structure analysis and recommendations
- Liquidity and cash flow analysis/management
- Valuation and solvency analysis
- Working capital management
- Independent business reviews
- Pre-lending reviews
- Formal insolvency proceedings
- Chapter 11 advisory
- Stakeholder representation

**Turnaround, Workout and Profit Improvement**
- Cost reduction and operating efficiencies
- Industry analysis and competitor benchmarking
- Performance and profitability improvement
- Turnaround plans and implementation
- Emotional intelligence
- Executive search
- Circle and square learning
- Interim manager and CRO services

**Investment Banking/M&A Transactions**
- Business disposal planning and execution
- Transactional due diligence
- M&A transactions (including cross-border)
- Financings (debt and equity)

**Forensic Accounting and Litigation Support**
- Accounting and fraud investigations
- Litigation services
- Forensic accounting
- Commercial disputes
- Fraud and financial crime
- Money laundering and confiscation proceedings
- International arbitration
- Business valuations
- Professional negligence

**Risk Consulting**
- Global asset verification
- Investigative due diligence
- Integrity and reputation verification
- Geopolitical and economic impact analysis
- Security risk assessments
- Anti-corruption consulting

**Real Estate Consulting**
- Property Management / Receivership Services
- Borrower and lender advisory
- Principal investments and financings
- Strategic workout and restructurings
- Liquidations and loan sales
- Financial Advisory Services
- Court management
- Distressed property management
- Stabilisation and turnaround
- Construction management
Our Clients and Referral Sources

We have worked with:

**Banks/Financial Institutions**
- Barclays Bank plc
- Bank of America
- CIT
- Commonwealth Bank of Australia
- Deutsche Bank
- Fannie Mae
- First Capital
- Fortress Investments
- GE Commercial Finance
- GMAC
- Goldman Sachs Specialty Lending
- Habib Bank AG Zurich
- HSBC plc
- Lehman Brothers
- Lloyds Banking Group
- Lone Star Bank
- M&T Bank
- National Australia Bank
- PNC Bank
- Royal Bank of Canada
- Santander
- Sovereign Bank
- Standard Chartered
- Svenska Handelsbanken AB
- The Royal Bank of Scotland plc
- Wells Fargo

**Law Firms**
- Allen & Overy
- Baker & McKenzie
- Brown Rudnick LLP
- Dentons
- DLA Piper LLP
- Drew & Napier
- Duane Morris & Selvam
- Greenberg Traurig LLP
- Herbert Smith Freehills
- Hogan Lovells
- Jones Day
- K&L Gates
- Kirkland & Ellis
- Kobre & Kim
- Minter Ellison
- Norton Rose Fulbright
- Olswang
- Proskauer Rose
- Skadden, Arps, Slate, Meagher & Flom LLP
- Squire Patton Boggs
- Taylor Wessing
- Weil Gotshal & Manges
- WongPartnership

Sector Knowledge and Experience

We have experience across all sectors, including but not limited to:

- Agribusiness
- Automotive
- Aviation
- Financial Services
- Healthcare
- Manufacturing and Engineering
- Mining and Metals
- Professional Services
- Real Estate, Leisure & Hospitality
- Retail and Distribution

Integrated Client Service

We view client relationships as central to our offering. We specialise in partner-led advice. Our partners will maintain a presence at every stage of your assignment/case, providing you with the best possible expertise to ensure a highly positive outcome.

In addition, your client relationship partner will be your dedicated single point of contact to access the full range of BTG Global Advisory member firms – wherever in the world.

Quality Assured

All member firms employ stringent quality assurance systems, which is a condition of membership of BTG Global Advisory. In addition, all firms have an impressive track record of service delivery with leading global financial institutions and exceed the demanding quality requirements imposed by such organisations.

Why Work With BTG Global Advisory?

- Genuine partner-led advice
- A focus on financial advisory
- In-depth sector knowledge
- Global coverage combined with local knowledge
- Trusted and approved by the world’s leading financial institutions
- Many of our alliance firms are market leaders within their regions
Further Information

For further information, please visit www.btgga.com

Accreditations

BTG Global Advisory has developed a reputation as the leading international alliance in the area of insolvency and restructuring.

This is recognised by our members accreditations and affiliations, including:

American Bankruptcy Institute

INSOL International

Insol International
The International Association of Insolvency, Restructuring and Bankruptcy professionals.

The Turnaround Management Association

Worldwide Association of Turnaround Professionals Promoting the Highest Standards of Practice.

The Institute for Turnaround