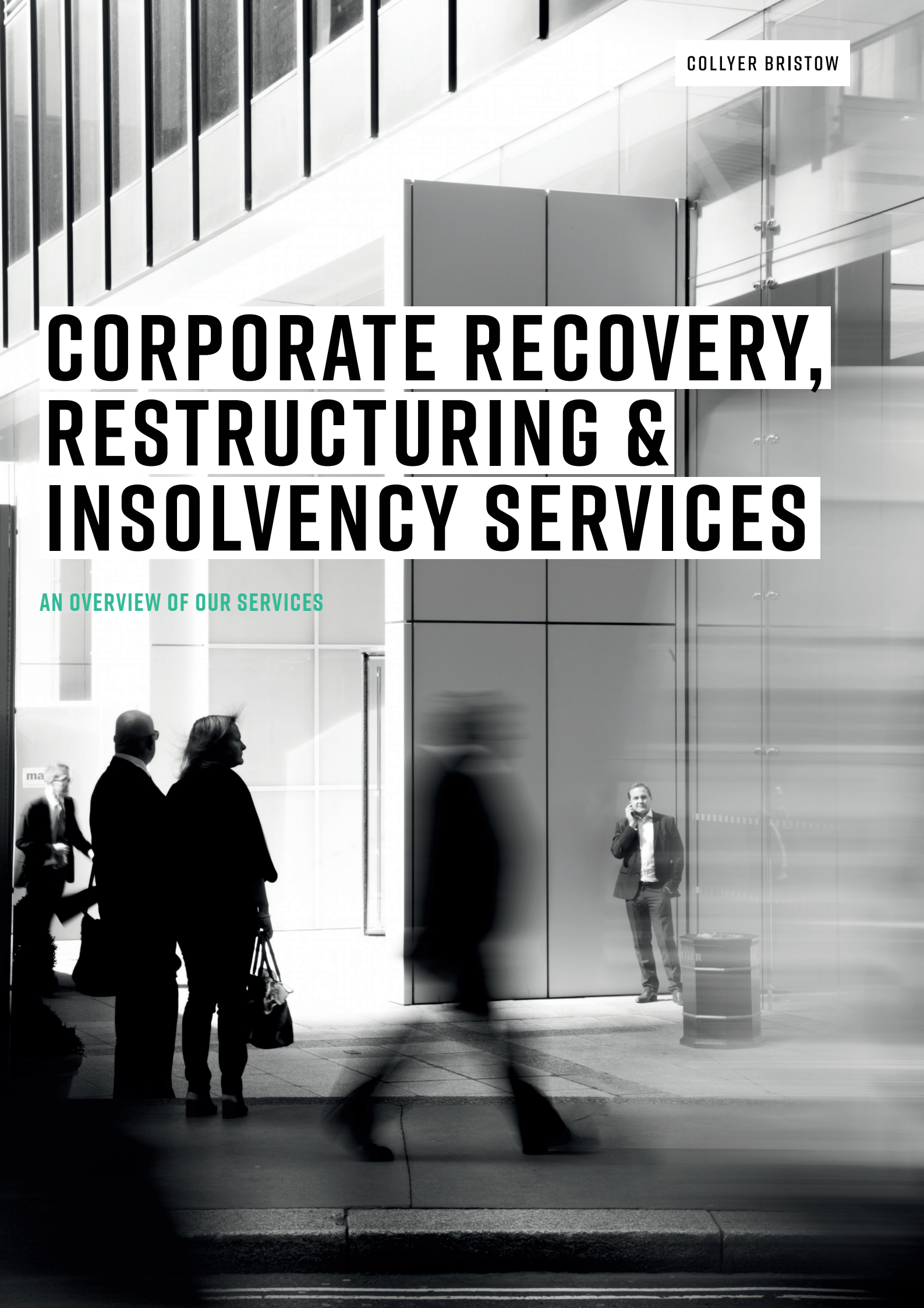


# CORPORATE RECOVERY, RESTRUCTURING & INSOLVENCY SERVICES

AN OVERVIEW OF OUR SERVICES



## ABOUT COLLYER BRISTOW

Collyer Bristow LLP is a long-established central London law firm. We provide high quality, individually tailored legal advice, often with a cross-border aspect, to a portfolio of international and domestic clients including businesses, ambitious entrepreneurs and wealthy individuals and families. We specialise in Business; Dispute resolution; Private wealth; and Real estate services.

Our clients choose Collyer Bristow because they, like us, appreciate individuality, creativity and collaboration. They recognise that their needs may be unique and complex, or that in progressing with their legal issues they value a more engaged and personalised service from their lawyers. They recognise that the Collyer Bristow approach is one of building understanding, trust and relationships with clients. We take time to build relationships to understand the commercial objectives behind every transaction or dispute. We find this allows us to operate more strategically on our clients' behalf and to best support the achievement of the outcomes they desire.

The firm is well known for its high standards of client service. We combine a long history of high-quality legal work and professionalism with a dynamic, commercially astute team of lawyers. The firm and individuals are ranked in the leading legal directories including Chambers & Partners and the Legal 500.

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## CREATING STRONG AND ENDURING BUSINESS PARTNERSHIPS

We support ambitious, often owner managed businesses, investors and entrepreneurs in building, operating and scaling enterprises from early stage right through to exit, and enhancing and growing all of their capital – financial, intellectual and never forgetting emotional.

We passionately support entrepreneurship providing legal expertise to aspirational and growing businesses whose founders want to succeed, evolve and challenge the status quo.

We take the time to understand our clients' businesses and strategies, ensuring that our advice is always commercially relevant and supports their overarching objectives. It is our aim to be considered part of the in-house team and work alongside our clients in partnership to realise their ambitions.

We are very experienced in dealing with businesses in crisis, whether we are acting for investors or management, and are well used to working for investors while sitting with the Board to enable them to trade through the crisis.

We fully integrate with our clients' teams, building up a thorough understanding of their business and their commercial position. We will then guide them through the potential opportunities and risks and work collaboratively to develop a pragmatic and commercially focused strategy tailored to their business. Our team is constantly striving to find new and more effective solutions for our clients and is committed to delivering the best possible results.

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**"YOU CONSISTENTLY DELIVER IN TERMS OF COMMERCIAL ADVICE AND DEAL MANAGEMENT. WE RECEIVED VERY SPEEDY RESPONSE TIMES AND GREAT ATTENTION TO DETAIL"**

Client feedback

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## ONGOING UNCERTAINTY

In recent times we have seen unprecedented disruption to businesses, with many still struggling with the effects of the disruption and changes to the way we live and work. This, combined with other economic and sociopolitical factors means that we are entering an uncertain time for our economy. There is mounting financial pressure on businesses as they contend with this uncertainty.

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## CORPORATE RECOVERY, RESTRUCTURING & INSOLVENCY

### WORKING TOGETHER TO PROTECT YOUR BUSINESS INTERESTS

Whether you are looking to restructure your current commitments informally, or through a more formal insolvency procedure, you will need to work closely with a team to devise an innovative strategy which will protect your interests and maximise the economic outcome of your situation. Whilst we cannot predict or control outside events, we can help you plan how best to protect your investment and the underlying business and its people.

Our Corporate recovery, restructuring & insolvency team works with financial institutions, insolvency funders, private equity houses and turnaround professionals, insolvency practitioners and businesses and individuals across a range of different industries. We have substantial experience working with Boards to guide them through difficult trading periods. We work with cash flows to deal with creditors in the best way for all, including negotiation and drafting appropriate standstills with landlords and trade and state creditors.

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## PERSONAL INSOLVENCY & BANKRUPTCY

### WORKING TOGETHER TO PROTECT YOUR PERSONAL INTERESTS

Our team has considerable experience in advising trustees in bankruptcy, creditors, bankrupt individuals and their family members on complex high value bankruptcies. Such cases often involve working with overseas lawyers to realise international assets, insolvency proceedings in other jurisdictions, challenges to voluntary arrangements, the bankrupt's discharge from bankruptcy, and the investigation of off shore trusts, working when necessary with Collyer Bristow's trusts, tax and estate planning team.

We regularly act for both the trustee and the debtor in bankruptcies where the debts run to £ millions and have particular expertise advising high-net-worth individuals and their family members when, whether due to their size of their debts or problems with liquidity, that individual is threatened with bankruptcy proceedings.

## PREVIOUS CLIENTS

For reasons of client confidentiality we have only named clients who have entered into a publicly reported insolvency process.



We have been retained by a **boutique hospitality company** who are at risk of insolvency because of their rent liabilities. They have 3 retail outlets, one of which contains their problem premises which includes production, sales and merchandising behind their retail operation with 3 floors of offices above. They no longer need as much office accommodation. They could remain if they could have a rent reduction. We are still in negotiations with the main landlord and are considering administration. This will be necessary if we cannot reduce the leased demise and rent, and the threat of administration is proving a useful negotiation tool with the landlord.



We advised the board of **Everest Limited**, a supplier of double-glazing and 'household name' in the UK. We worked with the board in the immediate run up to Lockdown to ensure that the company was mothballed in a way that could be 'unpacked' most effectively and cost effectively. We explored different methods of coming out of Lockdown, including a CVA, and because there were different classes of creditors, a scheme of arrangement. Ultimately administration was the most efficient and cost effective way of rescuing the business and we recommended that the company be placed into administration with an immediate sale of the business to a newco incorporated for that purpose. This was a credit bid which was reflected in the purchase price.

ALDO

We advised **Aldo Group**, a Canadian company with a worldwide chain of stores selling shoes and accessories, and its UK subsidiary, Aldo UK Limited ("Aldo UK"), on dealing with the financial pressures faced by Aldo UK. Aldo UK successfully entered into a CVA in 2018 which reduced its liability for rent. The CVA concluded in March 2020 and was successful until Covid. With all of its retail outlets and stores closed, the business model of having its own stores became untenable, so rent deferral / reduction was irrelevant. The stores were emptied entirely - stock and displays were carefully put into a central storage location so that they could be readily identified by code, and the company was then put into administration by its directors on 13 May 2020.

We act for **Jon Moulton and the Better Capital Group**, an active venture capitalist in this area. Through our connection with Jon Moulton we are increasingly acting on a number of complex and significant private equity-backed deals.

We have acted for well-known brands where protection of the brand is a high priority and we have worked with insolvency practitioners and achieved this outcome. We also have much experience in turnarounds in the retail sector.

## Key contact



### **ROBIN HENRY**

**Partner - Head of Dispute Resolution**

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Robin has experience of both contentious and non-contentious insolvency matters, with an emphasis on financial markets work and distressed debt. His experience includes actions for mortgage fraud and other claims and investigations.

He has worked for administrators, administrative receivers and fixed charge receivers appointed in respect of numerous companies, involving both business and property sales. With regard to contentious insolvency, Robin's experience includes actions for mortgage fraud and other claims and investigations brought by Insolvency Practitioners against companies and directors.



Scan above or click [HERE](#) to view biographies and contact details of the full team.

For more information please visit

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