

Motor retail advisory

Name	Description	Type	Outcome
HMG	£250m, 17 site receivership	Receivership	Successfully traded whilst a going concern sale was pursued and completed
DC Cook	Multi-site £300m receivership (20 locations)	Receivership	Selective trading and business consolidation strategy
Bikes UK	Second largest bike dealer group in the UK (20 locations)	Administration	5000 bikes repatriated; going concern sale of selected sites; main lender repaid in full
Project Forest	£70m, five site group	IBR	Strategic, operational and financial review, milestone planning; monthly Board review
Olympian	Multi-site receivership	Receivership	Successful sale of key locations
Project Koch	£90m, seven site group in Germany	IBR	Strategic, operational and financial review, milestone planning;
Barkers	Single franchise receivership for captive funder	Receivership	Complex ownership and trading structure: management of security and cross guarantees
Sidlow Group	Multi-site operation	Administration	Managed wind down and closure; over 400 vehicles returned to funders
Project Ship	£60m, five site group	Cashflow review	Cashflow review; strategy development and contingency planning
Project Green	Single site acquisition	Due diligence	Transaction due diligence on target and enlarged group including viability assessment on acquirer
Project Sugar	£200m, 14 site group	IBR	Strategic, financial and operational review & options assessment; milestone planning; covenant re-set
Project Five	£70m, four site group	IBR	Business review and bank options assessment; secured shareholder cash injection
JDV	Multi-site receivership	Receivership	Six week trading period; successful sale of four sites to new operators
Newlands	Two-site administration	Administration	Managed closure
Brooklyn	Multi-site receivership	Receivership	Pre-pack sale of key locations; managed wind down of remainder of business; senior lender repaid in full
Corby Motor Group	Multi-site administration	Administration	Traded key locations; transfer of part of business to new operator
Project Spring	£50m, 3 site, 5 franchise group	IBR	Strategic and financial review & options assessment; covenant re-set; milestone planning
Project France	Multi-site commercial vehicle business in France	IBR	Cashflow and forecast review; security assessment
Project Derbi	£50m four site group	Cashflow review; disposal	Cashflow review; strategic options assessment; disposal planning and execution

Supply chain advisory

Name	Description	Type	Outcome
APDT	Tier 1 supplier	Administration	Operated business for four months followed by successful sale as a going concern with no job losses and ensured continuity of supply to customer base
Automold	Tier 1 multi-national supplier	Administration	Ensured on-going supply of critical components to OEMs and successful sale of business
UPF Group	Tier 1 supplier	Administration	Effectuated rationalisation and sale of business; relocation of tooling with no production disruption; maintained supply lines
Project Coach	Tier 1 supplier based in France	Advisory	Provided assistance to OEM in dealing with Administrator to ensure on-going supply in Administration
Project Daytona	Tier 1 supplier to OEM	Strategic review	Advice to OEM re strategy to manage the insolvency of a key supplier (90% plus customer concentration); negotiated with administrator and provided assistance in brokering the sale of three companies including diligence on projections and support requests
Project Nelson	Advice to OEM re strategy to manage strategy towards multi-location distressed supplier,	Strategic review	Developed OEM supply strategy in respect of key plants
Project Sebring	Tier 1 supplier group insolvencies across Europe	Strategic review	Reviewed impact to OEM of insolvency of supplier group covering companies in seven countries
Project Sound	Tier 1 supplier to OEM	Business and cashflow review	Based on detailed review of projections and cash requirements, provided advice on timing and quantum of support; ongoing review on a weekly basis against key milestones
Project Jerez	Tier 1 supplier to OEM	Business and cashflow review	Reviewed restructuring plan and profit, balance sheet and cash projections; advice on cash requirement
Project Ghost	Tier 1 supplier to OEM	Business and cashflow review	Carried out a review of strategic alternatives and scenarios analysis; financial support assessment
Project Body	Tier 1 supplier to OEM	Business and cashflow review	Carried out a review of projections (including business reorganisation); assessed impact on OEM; financial support assessment

Automotive corporate finance

Name	Description	Type	Outcome
Project Boots	£40m, 3 site, 3 franchise group	Disposal	Initial introduction of purchaser, negotiation to Heads of Terms and deal management to completion
Project Anders		Strategy	Shareholder strategic options for substantial group; outline valuations; market & potential partner assessments
Project Progress	Alternative fuel vehicle OEM	Accelerated funding	Accelerated options review and actions; approach to potential funders and partners; process management
Project Pandora	2 site, 2 franchise group	MBO	Management buy-out; working with Brand and captive funder to secure equity.
Project May	£110m, 2 site, 3 franchise group	Acquisition	Acquisition by global corporate. Advisory and negotiations to completion
Project Catalan	Multi-site review	Acquisition	Acquisition search and review of Spanish group; negotiations to Heads of Terms; aborted due to concerns
Project Ewe		Acquisition	Acquisition advisory and negotiation to Heads of Terms; asset purchase agreement review
Project Potteries	Multi-site dealer group	Fundraising	Fundraising for major group; management of data flow; management of process; creation of final shortlist
Project Seek	Single site acquisition	Acquisition	Distressed acquisition; cashflow review;
Project South	Multi-site management buy-out	MBO	MBO of group; securing funding package; negotiating financial structure with brands