



Introducing MDA · LC Mann Limited

Restructuring and Recovery

www.mdaconsulting.co.uk
@MDAtoday



Company History and Background



MDA Consulting is a global business, providing professional services to the property and construction industries, incorporating the infrastructure and technical expertise that has been built upon over 60 years, since our foundation in 1951.

Our philosophy is simple: for our teams to make distinctive, substantial and lasting improvements to our clients' businesses. We have achieved this by developing a vibrant company, which attracts and retains exceptional people.

MDA has evolved and developed over this time and remains true to the values at its core:

Market Sectors

- Commercial
- Education
- Health and Welfare
- Hotels
- Industrial
- Heritage and Conservation
- Residential
- Retail
- Sport and Leisure
- Student Accommodation
- Transport and Utilities

A culture of innovation

To work within and pioneer the creation of collaborative design teams

Attention to project detail and intricacies

Accurate measuring, budgeting and project forecasting

Bespoke and fully comprehensive services

Approachable professionals

Accountable throughout a project life-cycle



Restructuring and Recovery: Introduction



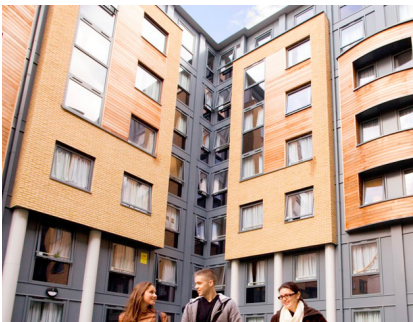
MDA • L C Mann Limited is the specialist insolvency division of MDA Consulting Ltd (MDA), a multi-disciplinary international construction industry consultancy. MDA Consulting, together with its group companies, employs approximately 70 professional and administrative staff in 7 offices in the UK and 4 offices internationally.

The restructuring and recovery service is primarily associated with independent business reviews and insolvencies of distressed development and contracting businesses within the construction industry.

Our early involvement can help mitigate the risks facing companies within the construction industry.

Our service is proactive and fully supportive (in terms of quality and time) and tailored to the bespoke business requirements of our clients.

We also understand that the financial position of distressed businesses or those going through an insolvency process cannot always withstand reasonable fee arrangements and so we look to tailor our flexible fee structure to the needs of our clients and look to accommodate all parties



Restructuring and Recovery: What We Do



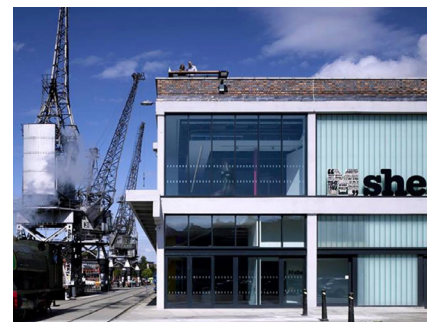
We provide a bespoke review service in respect of the sale or insolvency of distressed businesses or as going concerns.

As well as business solutions and exit strategies, we also give support to on-going monitoring reviews and health checks. In addition, in the case of insolvency procedures, we are able to provide the following:

- Financial analysis of contracts (including work in progress, retentions and debtors);
- Preparation of book debt schedules / ledgers;
- Advice on strategies to maximise realisation of contract assets;

- Comparison of outcomes under proactive exit or simple cease trade exit;
- Assistance with short term trading programmes;
- Advice on novations and trading or abandonment of on-going contracts;
- Debt realisation.

We have provided further detail overleaf.



Restructuring and Recovery: Our Services



Valuation of Contracts

Investigation and valuation of contracts, both in progress and completed. Preparation of a report on the assets and liabilities accruing from the contracts – the information required by Insolvency Practitioners in the preparation of Statements of Affairs.

Finalisation of Contract Accounts and Collection of Outstanding Debts

Negotiation of final accounts with the object of obtaining prompt payment and release of monies due.

Negotiation for Assignment of Contracts

The provision of information to potential Assignees designed to assist them in making a fair and accurate judgement of the asset value and potential liabilities of each contract. Subsequent negotiation with employers to persuade them of the benefits of assignment, including liaison with lawyers and consultants where appropriate.

Preparation and Negotiation of Contractual Claims

Examination and analysis of records, preparation, presentation and subsequent negotiation of contractual claims against a failed contractor's employer or subcontractor.



Restructuring and Recovery: Our Services



The Evaluation of Contracts for Take- Overs, Acquisitions and Mergers

Investigation of existing contracts is undertaken and reports provided to companies considering acquisitions, mergers and take-overs and management buy-out situations.

Company Health Checks

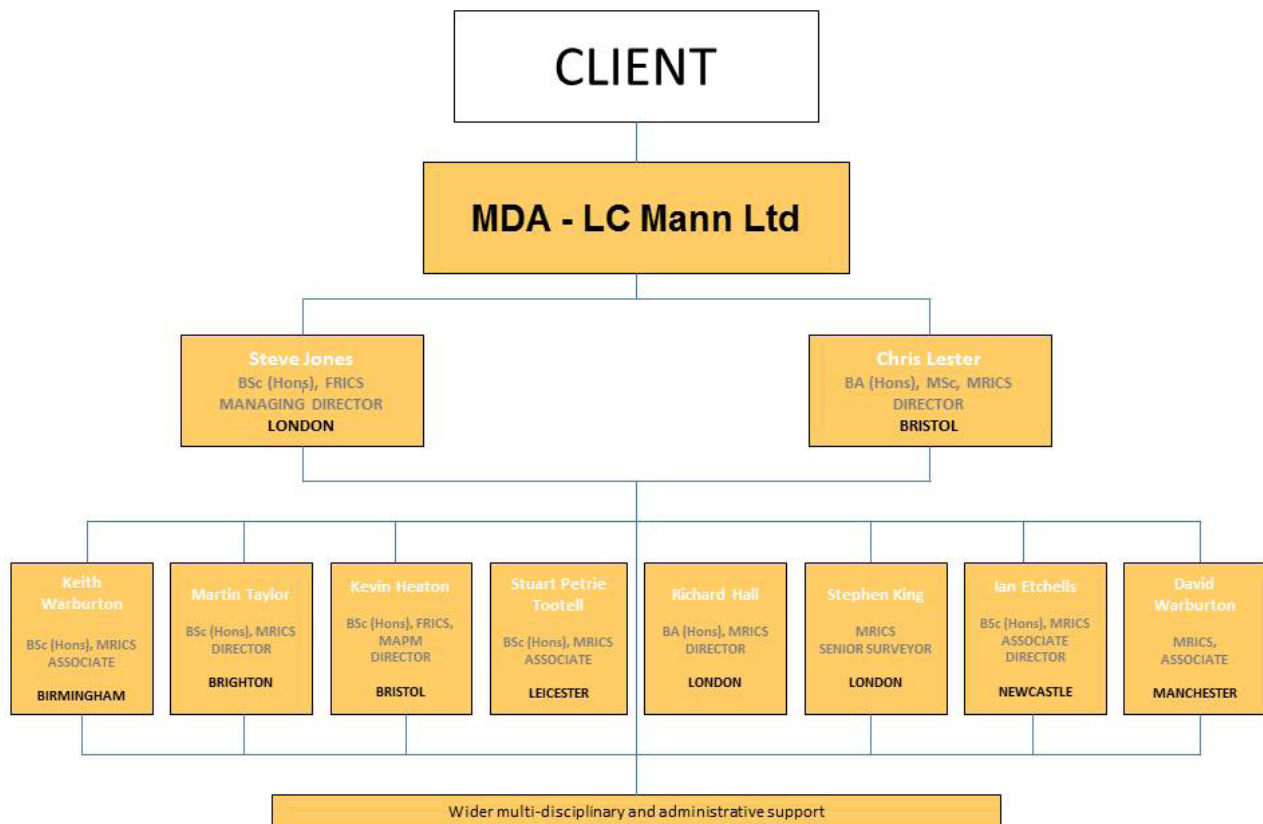
Assisting Clients in reporting on the viability/ profitability of contracts in progress or monitoring progress. Advice and assistance in implementation of management accounting and cost monitoring.



Restructuring and Recovery: Team Structure

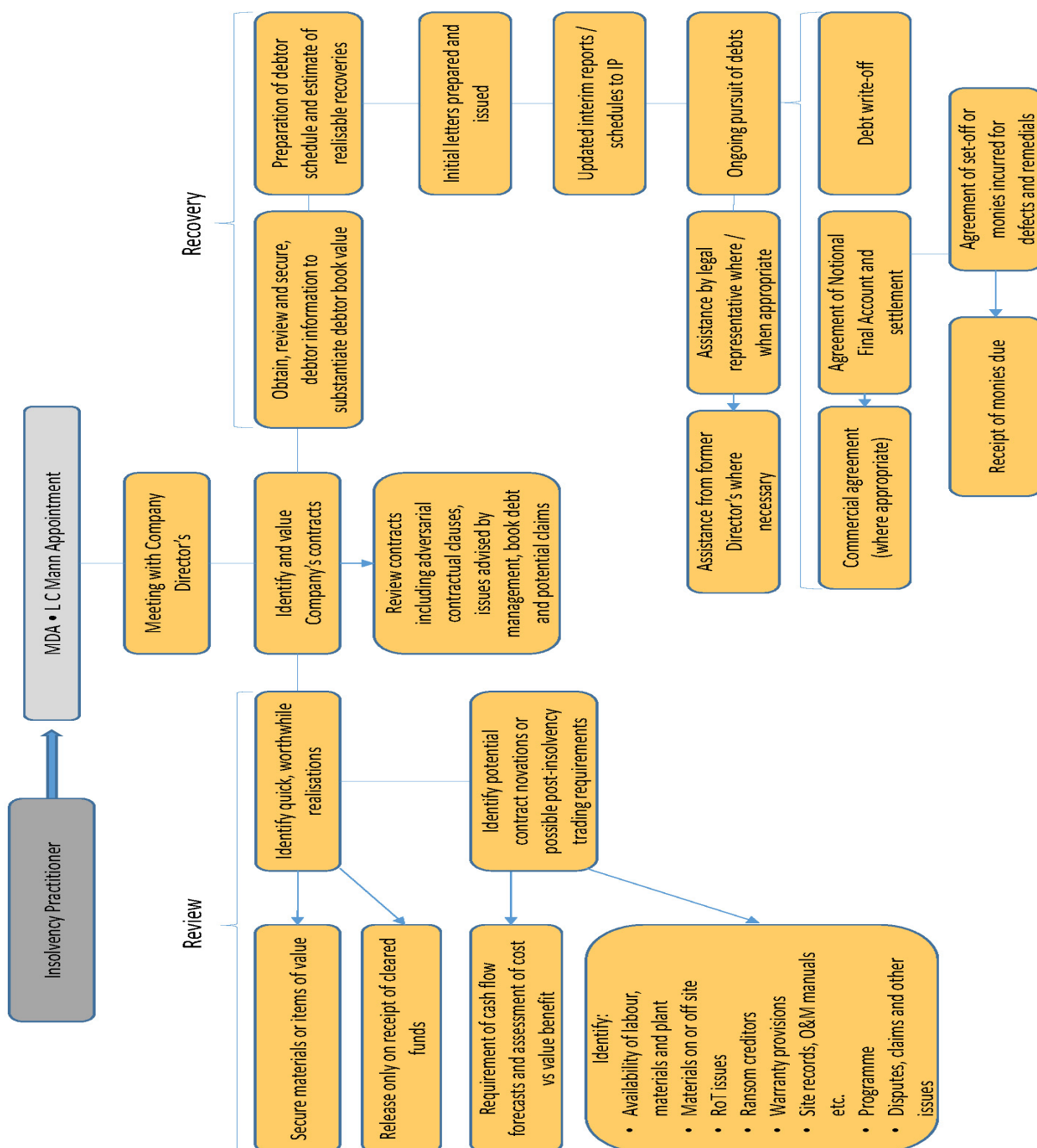


MDA • L C Mann have 7 offices situated strategically throughout the United Kingdom. Chris Lester leads the restructuring and recovery team, with a core team of Quantity Surveyors, experienced with a range of contracts and having had experience over many years within the construction industry. Chris works closely with Steve Jones (FRICS) in delivering a bespoke service to Banks, Funders, Accountants and Insolvency Practitioners.



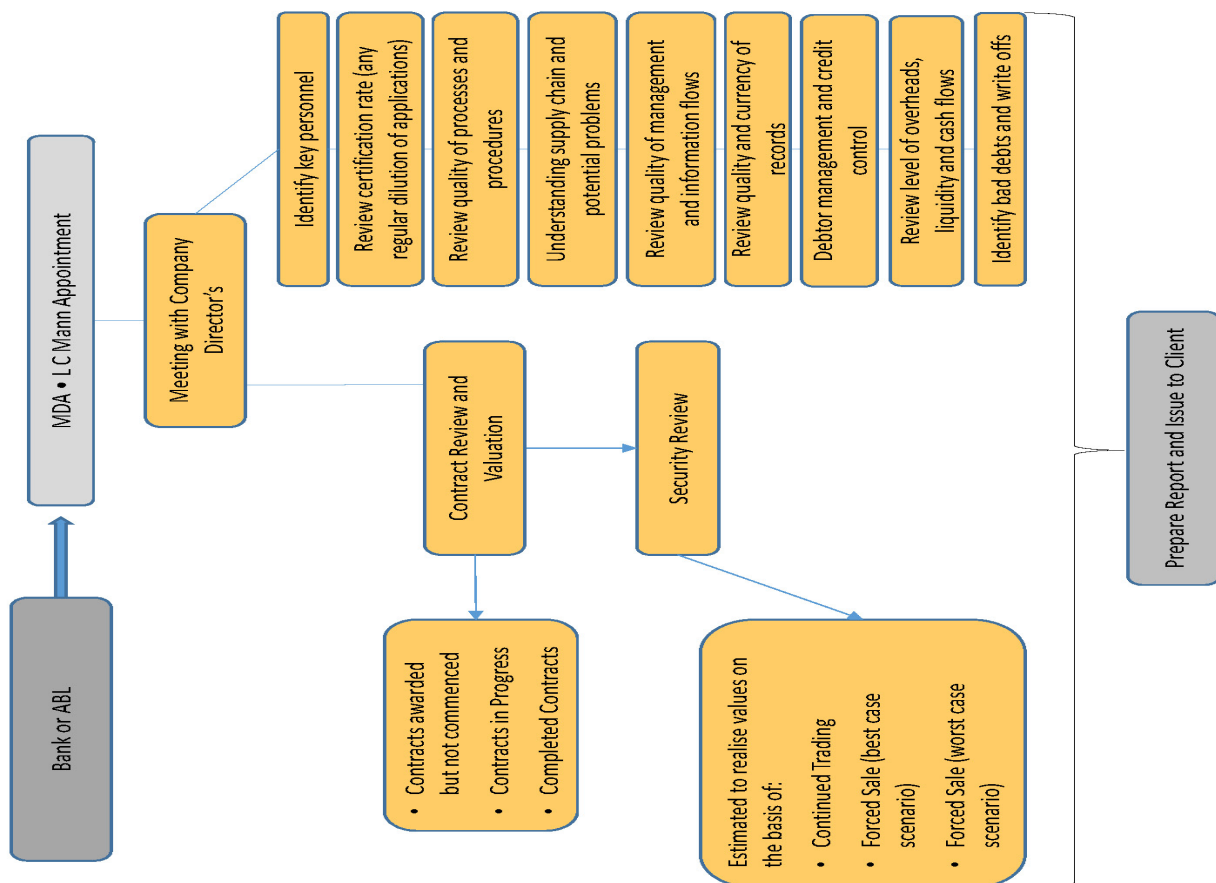
Restructuring and Recovery: Assisting Insolvency Practitioners

(with an insolvent Construction Company)



Restructuring and Recovery: Assisting a Bank/ABL

(with an Independent Business Review)



Restructuring and Recovery: Benefits and Experience



The benefits to be gained from employing MDA • L C Mann are:

- Experience of numerous construction related insolvencies
- Extensive group resources
- Qualified and experienced quantity surveyors
- Quality Assurance Accreditation
- Competitive and flexible fee arrangements
- National network of offices able to provide local expertise
- Immediate availability to satisfy Insolvency Practitioners' initial reporting requirements

MDA • L C Mann's experience has developed over many years of specialising in construction related insolvencies and consultancy appointments by Clients such as:

- Barclays Bank
- Leonard Curtis
- Lameys
- BDO Stoy Hayward
- BN Jackson Norton
- Deloitte & Touche
- Ernst & Young
- Grant Thornton
- KPMG
- Kroll Buchler Phillips
- Moore Stephens
- Pannell Kerr Forster (PKF)
- PricewaterhouseCoopers
- Robson Rhodes
- Royal Bank of Scotland

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