



# 15<sup>th</sup> Integra International EMEIA Conference

Luxembourg  
12 to 14 June 2008

**Tim Bignell & Mark Harden**  
**Insolvency & Restructuring**

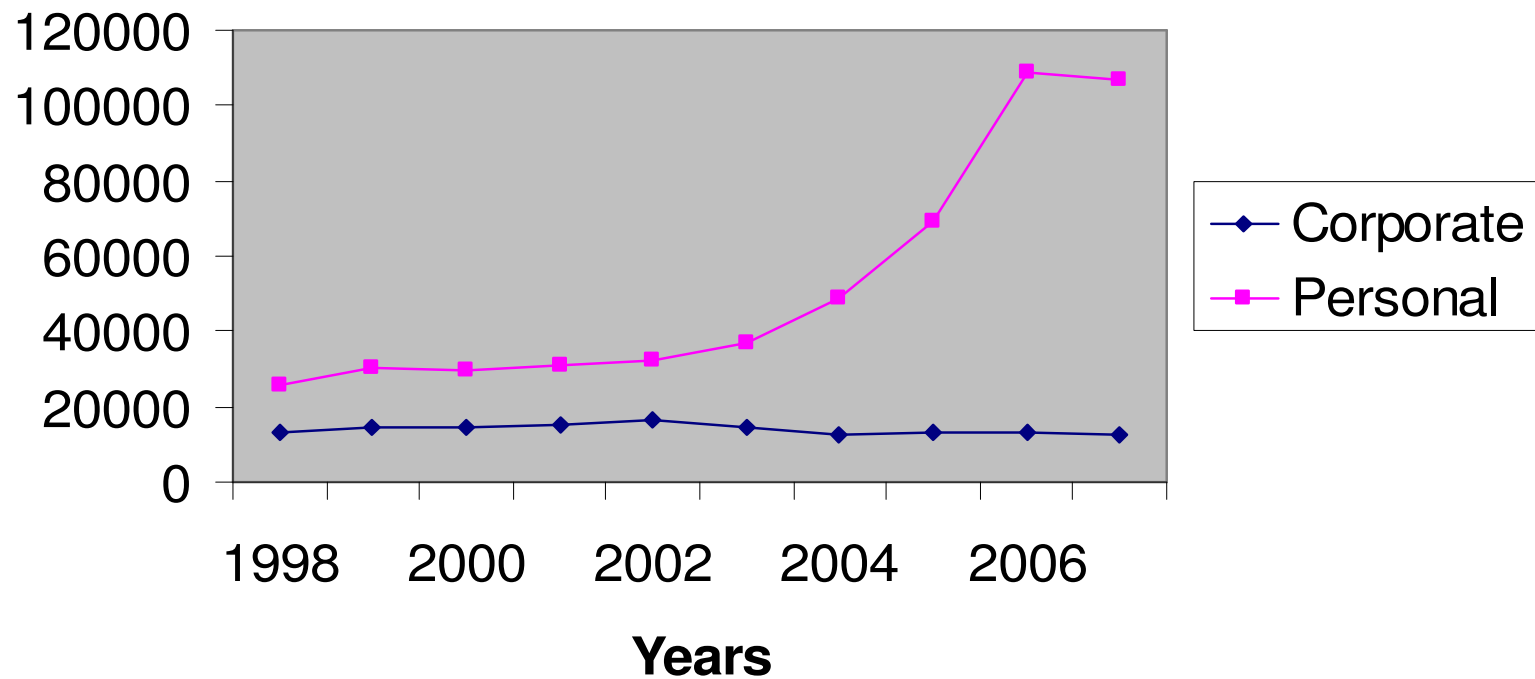
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## Outline

- Some statistics regarding insolvencies in Europe
- A vision for Integra and ABL forming an Insolvency & Restructuring Group

## Insolvencies in the United Kingdom



Source: The Insolvency Service in the UK

# Recent Press Cuttings



# Recent Press Cuttings

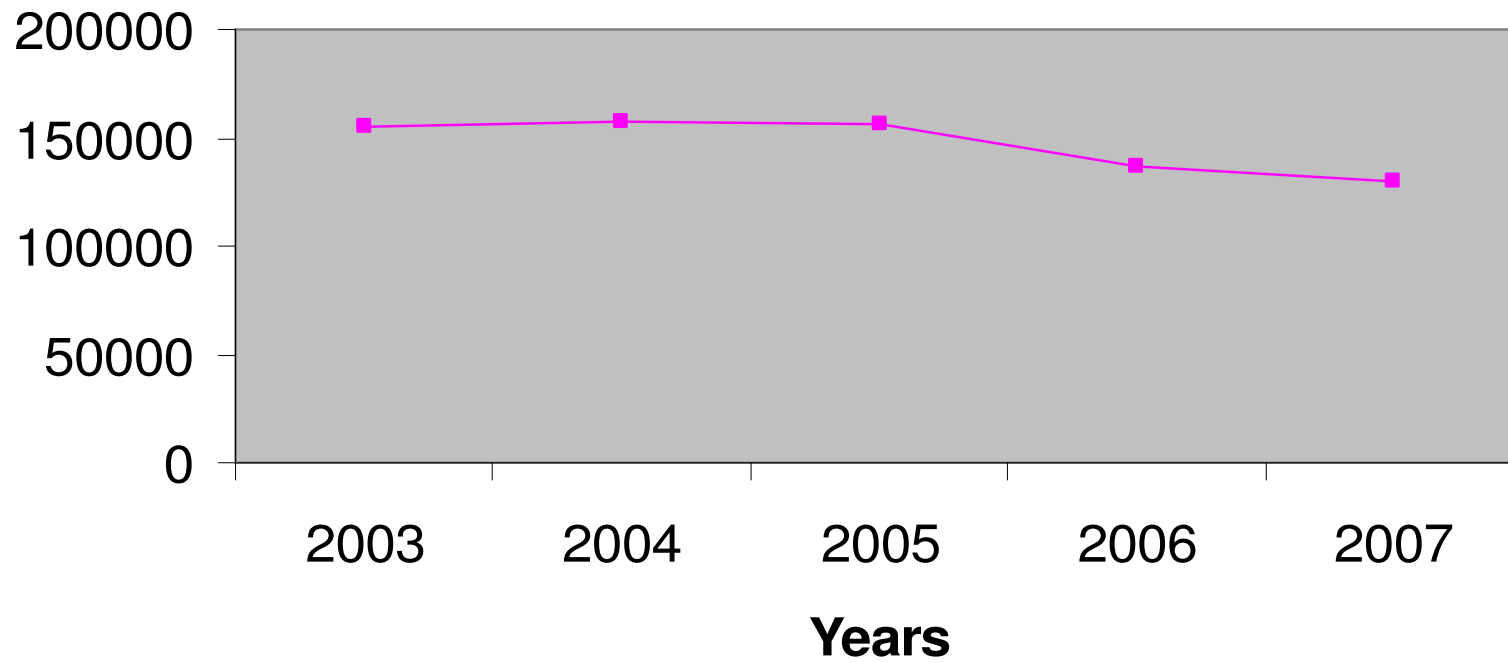


News Site of the Year (The 2006 Newspaper Awards)  
**TIMESONLINE**  
NEWS COMMENT SPORT LIFE & STYLE ARTS  
MARKETS ECONOMICS COLUMNISTS  
Where am I? Home Business Industry Sectors Retailing  
From Times Online  
August 2, 2006  
Powerhouse powers down  
By Times Online and Agencies

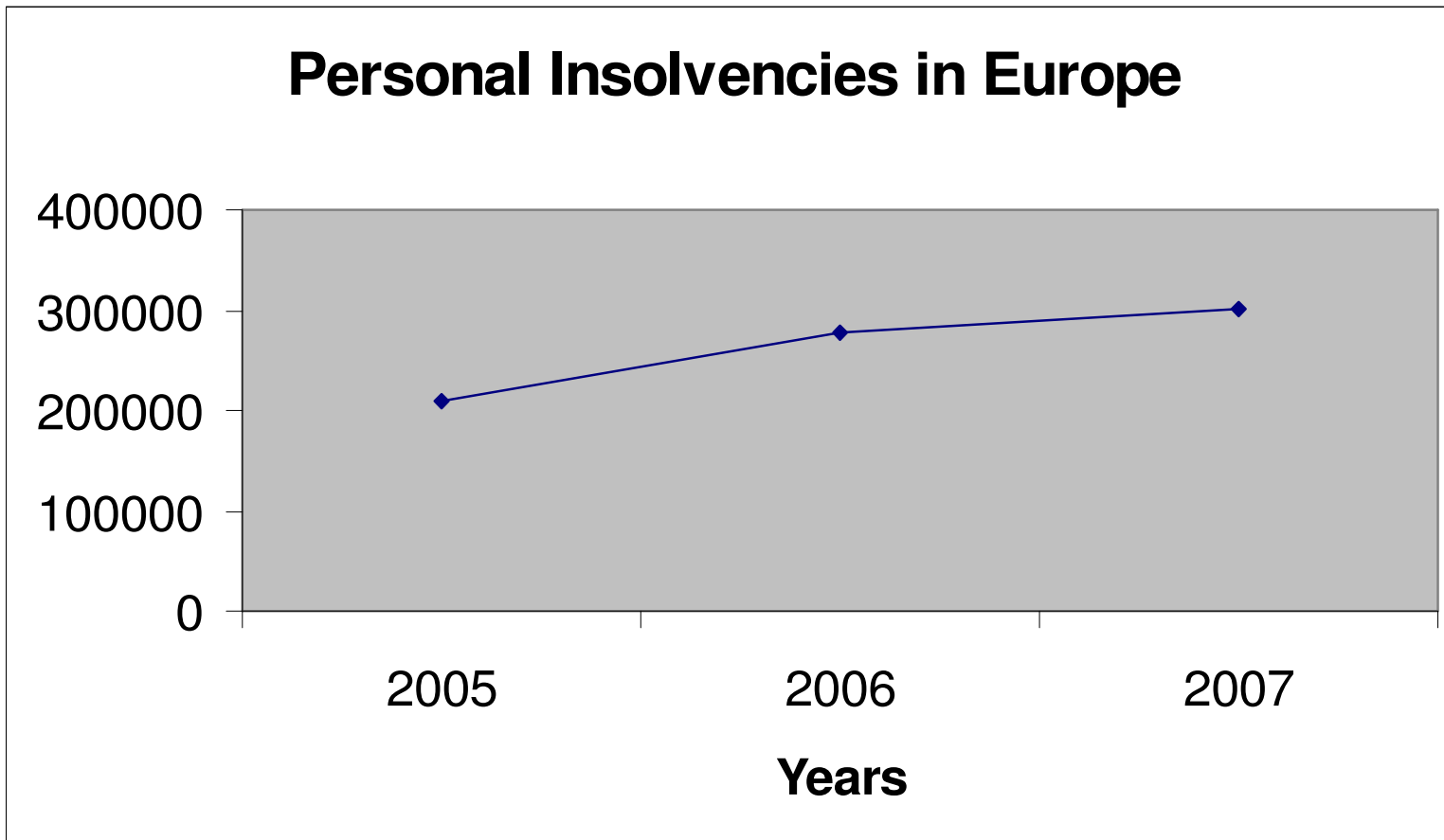
## Kingfisher chief predicts worse to come as B&Q falters

## Silverjet joins its business-only rivals in administration lounge

## Corporate Insolvencies in Western Europe



Source: Creditreform Economic Research Unit



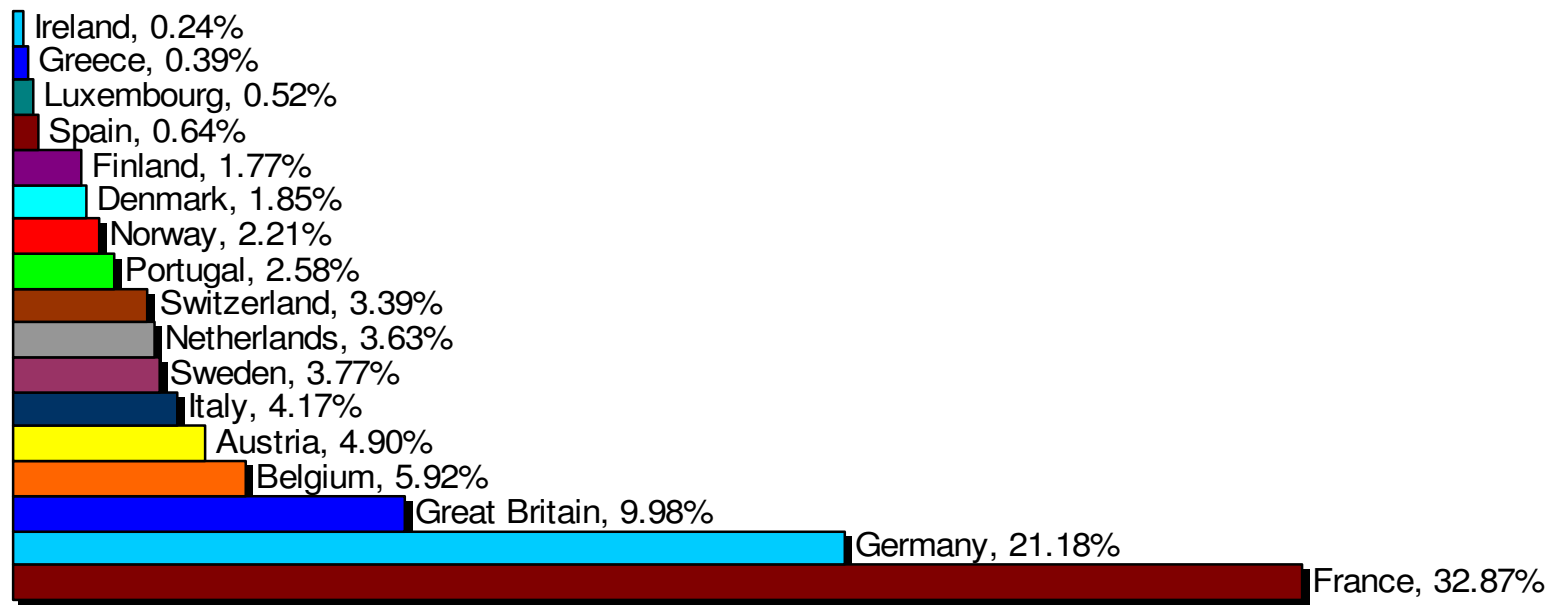
Source: Creditreform Economic Research Unit

## Percentage changes in the number of Corporate Insolvencies in Western Europe in 2007 over 2006

	↑		↓
Denmark	20.8	Italy	38.7
Luxembourg	7.3	Netherlands	20.7
France	5.7	Germany	10.4
Ireland	2.0	Austria	7.2
Belgium	1.0	Sweden	6.7
Finland	0.7	Norway	5.3
		Switzerland	2.8
		Spain	2.7
		Great Britain	1.9
		Greece	1.9
		Portugal	1.5

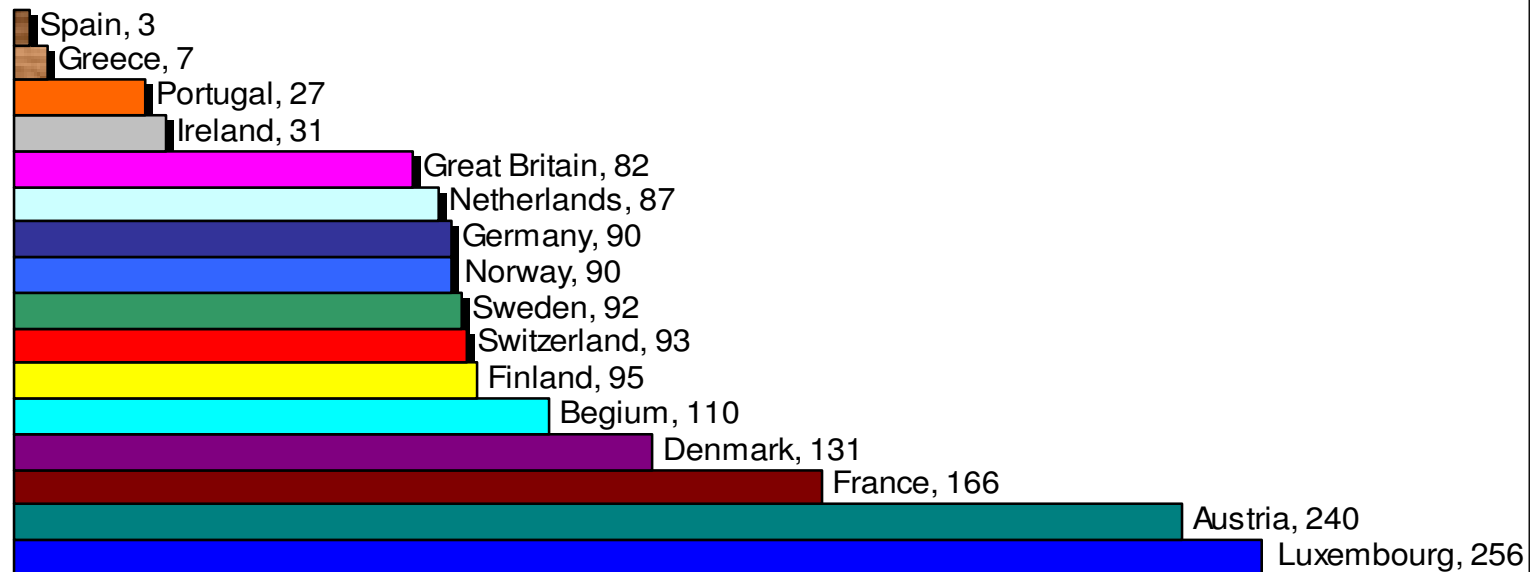
Source: Creditreform Economic Research Unit

## Spread of Corporate Insolvencies in Western Europe

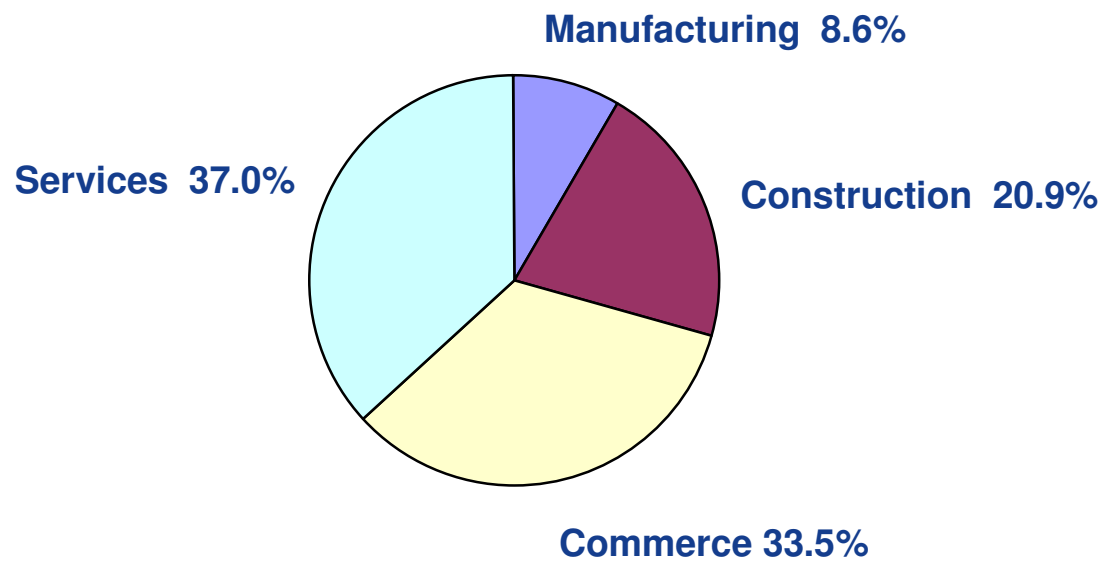


Source: Creditreform Economic Research Unit

## Insolvency Ratio's across Europe per 10,000 companies



## Insolvencies in Europe by Economic Sector



Source: Creditreform Economic Research Unit



## Potential Clients

- Companies in difficulty
- Company directors
- Insolvency Practitioners
- Banks
- Creditors
- Purchasers

## Appoint Advisers Early

Restructure

Refinance

Sell off non-core businesses

Rescue

Winding up

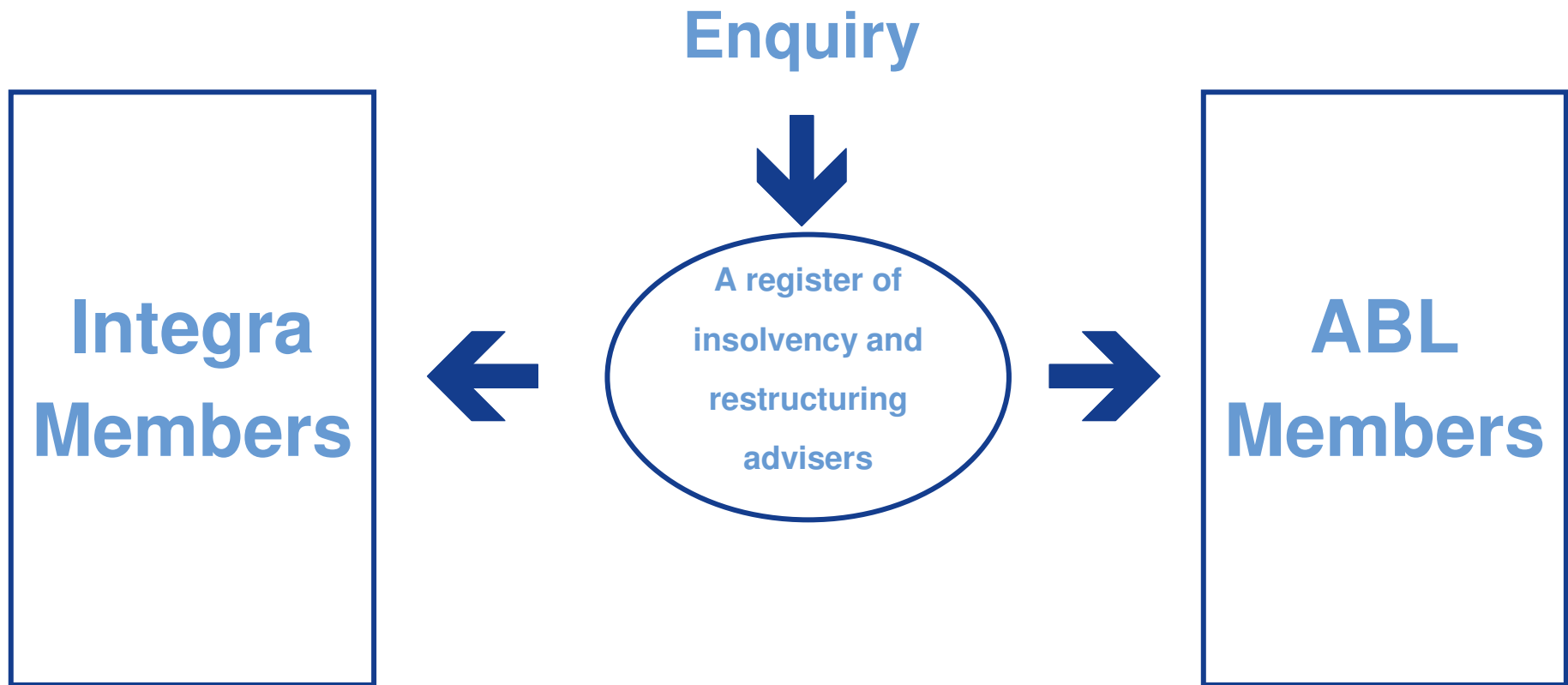




## A vision for Integra and ABL

- Formation of an Insolvency & Restructuring Business Group
- Chaired jointly by one member of Integra and one member of ABL
- The purpose being to take advantage of the worsening economic conditions to generate new levels of business within the Integra and ABL networks
- A truly international network for international clients

The first step – to create a register of advisers



ABL and Intigua  
Insolvency and Restructuring Group  
QUESTIONNAIRE

<b>PART 1 DETAILS OF FIRM</b>	
Type of firm:	Accountants <input type="checkbox"/> Law <input type="checkbox"/>
Name of firm:	
Principal address:	
Switchboard Tel no:	Fax No:
Website address www:	
No. of partners:	No. of offices:
Turnover range: (Euro equivalent)	
Less than €1m <input type="checkbox"/> €1m to €5m <input type="checkbox"/> €5m to €10m <input type="checkbox"/> €10m to €25m <input type="checkbox"/>	
More than €25m <input type="checkbox"/>	
Membership of professional organisations:	
Location of office:	(please complete a separate page if more space is required)
<b>PART 2 SERVICES OFFERED</b>	
Audit and accounting <input type="checkbox"/>	Corporate finance <input type="checkbox"/>
Forensic accounting <input type="checkbox"/>	Corporate restructuring <input type="checkbox"/>
Corporate insolvency advice <input type="checkbox"/>	Company and business sales <input type="checkbox"/>
Personal insolvency advice <input type="checkbox"/>	Litigation <input type="checkbox"/>
Insolvency appointments <input type="checkbox"/>	Others please specify
Litigation support <input type="checkbox"/>	
Taxation <input type="checkbox"/>	
Industry sector focus:	
<b>PART 3 CONTACTS</b>	
Main contact for insolvency and restructuring work:	
Name:	
Position:	
Direct line tel no:	Mobile tel no:
email address:	Fax No:
Secondary contact for insolvency and restructuring work:	
Name:	
Position:	
Direct line tel no:	Mobile tel no:
email address:	Fax No:

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## The Overriding Aim

- To create something which is useful to members
- To assist in the generation of new levels of business
- To avoid bureaucracy



## Interactive Discussion

- What would you like to achieve out of a new Insolvency & Restructuring Group?
- What would you like to see the new group doing?