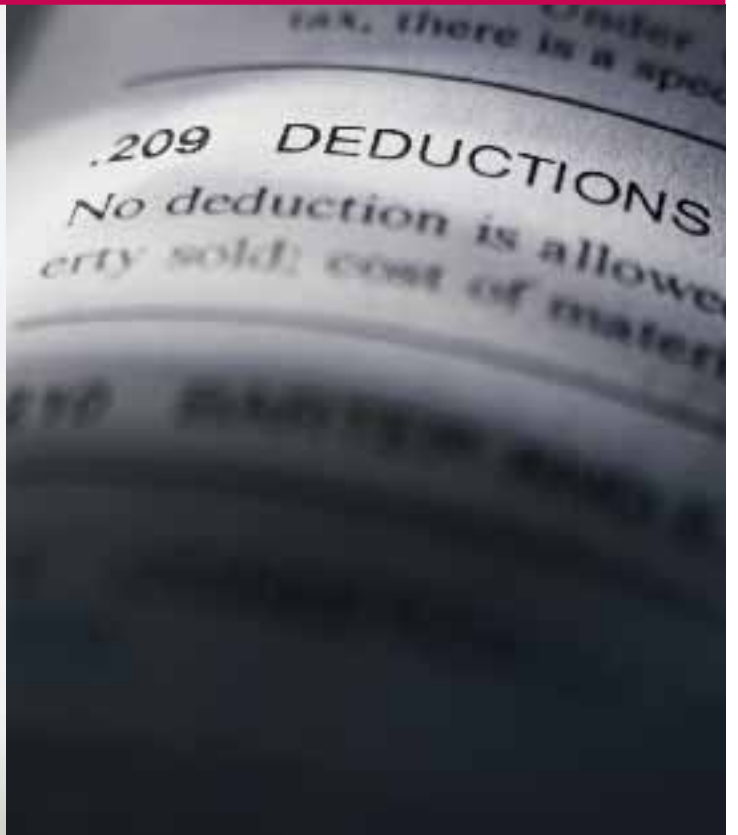




## Lender Solutions



**Halliwells**

# Receivables Finance and Asset Based Lending

Halliwells is a recognised market leader in providing legal services to the factoring and asset-based lending market.

We act for a large number of factoring and discounting, trade finance and leasing companies and are sponsors of ABFA.

Our extensive skill set enables us to deal with and in many cases anticipate the challenges which our clients will meet in this competitive market place.

We work closely as a team involving the necessary specialists to focus on specific issues arising out of any one transaction.

We provide core services to receivables financiers and asset based lenders dealing with distressed corporates and to accountancy professionals engaged in restructuring and recovery assignments. If the customer experiences financial difficulties then we are well placed to discuss how to maximise recoveries and reduce our clients' exposure.

## Our services

We provide a full portfolio of advice and services for asset based finance clients including:

- Acquisition finance
- Drafting bespoke documentation
- Reviewing existing documentation
- Advising on specific risk issues
- Exit strategies
- Distressed management buy outs
- Confidential workouts and rescue operations
- Solvent reconstructions and schemes of arrangement
- Security enhancement
- Sale and purchase of debt
- Retention of title claims
- Debt recovery
- Fraud prevention
- Enforcement of guarantees and warranties
- Interlocutory relief: injunctions and freezing orders
- Asset tracing and fraud litigation
- Alternative dispute resolution.

We also keep our clients abreast of new developments both in relation to case law and changes in industry practice. We frequently provide seminars and work shops for our factoring clients to assist in developing staff skills.

## Our Team

If you would like to discuss any issues facing your business please contact:



### Andrew Buchanan

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Andrew Buchanan is the Corporate Recovery National Group Head with overall responsibility for the offices in Manchester, London, Liverpool and Sheffield. Andrew is very experienced in corporate and personal insolvency, corporate reconstruction, transactional insolvency, reorganizations, advice to distressed companies and insolvency acquisitions. His recent work includes advice to administrators (eg KPMG Baxall and Kroll, Owen Owen) as well as MBO's out of insolvency (eg Ilford and Plaxton). He has advised extensively upon directors duties (eg Moben, Dolphin and Sharp). He has undertaken a significant amount of work in the distressed M&A sector for private equity companies (eg Endless) and a number of high profile transactions in the automotive sector (eg Amtek who are a quoted Indian company).



### **David Grant**

**Head of Corporate Recovery – London**

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David is the head of Corporate Recovery in our London office. He joined the firm in March 2001 and has over 20 years experience (from both the UK and Australia) in contentious insolvency and recovery actions. He acts for insolvency practitioners, banks and asset based lenders and also represents individuals, mainly company directors, in company director disqualification proceedings. David has additional expertise in areas that complement pure insolvency matters involving the FSA, SFO and HMRC. David focuses on litigation work, in particular fraud and asset tracing and recovery cases.



### **Richard Capper**

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Richard is the National Head of Banking at Halliwells and has 15 years experience working as a lawyer in the banking market. Richard specialises in all forms of banking transactions including acquisition finance, property finance, project finance and general corporate lending.

Richard has acted for a wide variety of clients including financial institutions, quoted public companies and private companies and has excellent experience in a wide variety of sectors.



### **Steven Fennell**

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Steven Fennell joined Halliwells in August 2006 to set up the Yorkshire Corporate Recovery team.

Steven began his professional career as a lecturer in law at Sheffield University, having graduated with first class honours from Bristol and Oxford Universities. He was previously at DLA Piper where he had been a partner since 2002, having qualified as a solicitor in 1996.

Steven is experienced in all aspects of insolvency and corporate recovery. He acts for clearing banks, other financial institutions and insolvency practitioners, as well as acting for corporate clients in relation to acquisitions from insolvency practitioners. Steven has particular experience in dealing with insolvent partnerships and professional services firms.



### **Dean Gormley**

**Banking Partner – Manchester**

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Dean advises on all aspects of banking and asset based financing for a wide range of financial institutions and corporate clients. His practice encompasses acquisition finance, refinancing and restructuring and he is experienced in both bilateral and syndicated work.

Dean is ranked as a leading individual for banking and finance work by the independent Chambers and Partners guide to the legal profession.

In 2007 Dean closed financing transactions with an aggregate value in excess of £750m.

Dean regularly acts for leading ABLs and lending institutions including The Royal Bank of Scotland, Lloyds TSB Commercial Finance, Enterprise Finance Europe, Barclays, Yorkshire Bank and Allied Irish Bank.



### **Gavin Jones**

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Gavin Jones is widely experienced in all aspects of corporate and personal insolvency. He has been a Licensed Insolvency Practitioner since 1998 and is a fellow of the Association of Business Recovery Professionals.

Recently Gavin has acted on the administration of Allsports and Disperse Group plc and for the DTI Treasury Solicitors. He also recently conducted the disposal of Debt matters Plc IVA portfolio of Circa 8,000 cases. In the past Gavin has acted for provisional liquidators, including the Official Receiver. Gavin was rated the top ranking 5 stars in The Insiders Guide to Corporate Rescue Insolvency and was rated one of the "Hot 100" lawyers to watch by The Lawyer magazine.



### Michael McCarthy

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Michael McCarthy joined the firm in July 2007 from a large US firm where he was head of the firm's Finance Group, including the insolvency department. He specialises in corporate insolvency, both contentious and non-contentious, corporate restructuring and asset tracing. He acts for several of the major clearing banks as well as other financial institutions. He is also one of the few solicitors who acts for the Public Interest Unit of the Official Receivers Office on high profile or complex provisional liquidations. His recent cases include acting for the Administrator of TY Europe Limited, a globally known toy manufacturer, the Administration of Le Petit Blanc, a well known restaurant chain, the liquidation of Global Centre, formerly part of the Global Crossing telecom operation and the Official Receiver in the provisional liquidation of Get Me Tickets Limited.



### Michael Mulligan

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Michael is a partner and solicitor advocate in our Corporate Recovery team and joined Halliwells in 2001. He specialises in commercial litigation and contentious insolvency, having particular expertise in all aspects of corporate recovery, bankruptcy and asset recovery. He is ex Wilde & Partners and experienced in the area of factoring and invoice discounting, advising on a variety of issues. His particular expertise covers acting predominantly for asset based lenders and other financial institutions in fraud investigations and asset recovery, obtaining freezing injunctions and other ancillary relief and claims on guarantees, indemnities and warranties. He also advises asset based lender clients pre 'take on' in relation to contractual and risk issues.



### Steven Raize

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Steven Raize joined Halliwells as a Corporate Partner in August 2007 having previously worked at both Baker McKenzie and Clifford Chance. He has substantial private equity experience, in particular with share sale and purchase and cross border transactions, assets sales and group reorganisations. Main sectors include technology, media, telecoms, biotech and recruitment agencies.

# www.halliwells.com

Halliwells LLP is a limited liability partnership registered in England and Wales under registered number OC307980 whose registered office is at 3 Hardman Square, Spinningfields, Manchester M3 3EB.

A list of members is available for inspection at the registered office. Any reference to a partner in relation to Halliwells LLP means a member of Halliwells LLP. Regulated by the Solicitors Regulation Authority.

This brochure was published in June 2008 and is intended only as a general guide. It should not be relied upon as a substitute for taking advice in particular circumstances. Before acting on anything contained within this publication, please consult your usual Halliwells partner.

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