

## BTG Global Advisory

31st Floor, 40 Bank Street, Canary Wharf, London, E14 5NR, United Kingdom.

T: +44 (0)20 7412 8371

www.btgga.com

Enquiries: enquiries@btgga.com

### Contacts

#### Nigel Atkinson

Chief Executive  
nigel.atkinson@btgga.com  
T: +44 (0)20 7412 8371

#### Africa:

##### Les Matuson

les.matuson@btgga.com  
T: +27 (0)11 728 7166/7

#### Asia Pacific:

##### Geoff Handberg

geoff.handberg@btgga.com  
T: +61 3 9670 8700

#### Canada:

##### Allan Nackan

allan.nackan@btgga.com  
T: +1 416 496 3732

#### France:

##### Daniel Cohen

daniel.cohen@btgga.com  
T: +33 1 44 71 08 08

#### Germany:

##### Dr. Martin Prager

martin.prager@btgga.com  
T: +49 89 858963-3

#### India:

##### Sajeve Deora

sajeve.deora@btgga.com  
T: +91 2583 2561

#### Italy:

##### Prof. Allesandro Scarso

allesandro.scarso@btgga.com  
T: +39 02 7611 3100

#### Latin America:

##### Wilbert Sanchez

wilbert.sanchez@btgga.com  
T: +55 11 9 8779 3003

### The Firm

BTG Global Advisory (BTG GA) is one of the world's largest specialist independent financial advisory alliances.

BTG GA covers all continents as well as multiple offshore centres, and is a trusted advisor to many leading banks, law firms, private equity and other funds, bankruptcy debtors and creditor committees, operating companies, and other parties affected by distress.

BTG GA is multidisciplinary, offering a broad range of professional services necessary to provide solutions to business problems and improve business performance. Its members include restructuring advisors and insolvency specialists; turnaround directors, workout and profit improvement consultants; forensics investigators and other litigation support professionals; and investment banking/M&A transaction advisors amongst other specialists.

Our members are leading players in their markets and have an international outlook, which reflects the increasingly global nature of business.

### Our Competitive Advantage

We offer real advantages over many of our competitors in that we:

- Offer deep expertise across defined industry sectors in all our service areas
- Are truly independent
- Staffed by entrepreneurial decision-makers with significant 'sharp end' experience
- Have a strong mid-market focus

Types of Assignment Undertaken include:

#### Forensic Accounting and Litigation Support:

- Accounting and fraud investigations
- Litigation services
- Forensic accounting

#### Insolvency and Restructuring:

- Asset utilisation and collateral assessment
- Capital structure analysis and recommendations
- Liquidity and cash flow analysis/management
- Valuation and solvency analysis
- Working capital management
- Independent business reviews
- Pre-lending reviews
- Formal insolvency proceedings
- Chapter 11 advisory
- Stakeholder representation

#### Turnaround, Workout and Profit Improvement:

- Cost reduction and operating efficiencies
- Industry analysis and competitor benchmarking
- Performance and profitability improvement
- Turnaround plans and implementation
- Emotional Intelligence
- Executive Search
- Circle and square learning
- Interim manager and CRO services

#### Investment Banking/M&A Transactions:

- Business disposal planning and execution
- Transactional due diligence
- M&A Lead Advisory (including cross-border)
- Financings (debt and equity)

#### Risk Consulting:

- Global asset verification
- Investigative due diligence
- Integrity and reputation verification
- Geopolitical and economic impact analysis
- Security risk assessment

#### Real Estate Consulting:

- Property management and receivership related services
- Court management
- Distressed property management
- Stabilisation & turnaround
- Construction management
- Financial advisory services
- Borrower and lender advisory
- Principal investments and financings
- Strategic workout and restructurings
- Liquidations and loan sales

#### Our Member Firms

- Begbies Traynor Group (UK and Ireland)
- Farber Financial Group (Canada)
- GlassRatner Advisory & Capital Group LLC (United States)
- Integrated Capital Services Limited (India)
- KRYS Global (Cayman Islands, BVI, Bahamas, Bermuda, Cyprus, Guernsey)
- Matuson & Associates (South Africa)
- PLUTA Rechtsanwalts GmbH (Germany, Italy, Spain, Poland)
- Rodgers Reidy (Australia, Hong Kong, Malaysia, Singapore, New Zealand)
- TCP Latam (Brazil)
- Zalis SAS (France)

#### Offshore:

##### Kenneth Kryś

kenneth.krys@btgga.com  
T: +1 345 947 4700

#### Spain:

##### Joaquim Sarrate

joaquim.sarrate@btgga.com  
T: +34 93 444 1876

#### United Kingdom:

##### Mark Fry

mark.fry@btgga.com  
T: +44 (0)20 7412 8371

#### United States of America:

##### Ian Ratner

ian.ratner@btgga.com  
T: 404 835 8840