



Pinders was asked to identify the current situation regarding a bar/restaurant that had just been passed to a Bank's 'high risk' department, on which we had previously reported for them at its acquisition, some years previously.

This department at the Bank was unaware of much of the business's history and, prior to a meeting with the owner in 10 days' time, wanted as much up-to-date information and opinions as possible, without alerting the owner at that stage.

Following a discreet customer visit, we were able to provide a report within the tight timescale required. This included:

- ▶ Review of the background and history of the business
- ▶ Summary of the various development plans that the owner had previously considered
- ▶ Confirmation of the works undertaken since Pinders' most recent report
- ▶ Analysis of historic and current trading information, as provided by the Bank
- ▶ Commentary on previous and current levels of fair maintainable trade and profit
- ▶ Consideration of reasons why this was not currently being achieved

We identified that further enquiries were needed to be made by the Bank which included:

- ▶ Ownership structure, as there were discrepancies between the information provided by the Bank, the accounts and the Land Registry
- ▶ Actual level of owner's input into the operating format, to include entertainment provision, which appeared to have dramatically reduced, and any impact of this upon the trading potential

We were also able to provide specific opinions upon the various options available to the Bank. These included likely timescales for disposal of the business in both open and closed scenarios; likely value if an investment property had been created and the potential for realisation in all these circumstances; together with advice upon the potential for ongoing profitable trading in this particular economic climate.

This is a typical case where our experience and expertise provided comfort to the bank, and by understanding their needs, we were able to assist them in formulating their options at an early stage, thereby enabling them to offer a more comprehensive, practical set of solutions to prevent the business being forced into administration.

For further information as to how we may help you, please contact Malcolm Kidby on 01908 350500, or via email to malcolm.kidby@pinders.co.uk