

Insolvency Solutions for companies and individuals Australia wide since 1984



Jirsch Sutherland aims to be the insolvency firm of choice for any financially distressed individual or organisation seeking expertise, experience and quality service. We act with integrity, honesty and empathy in our dealings to provide practical and innovative solutions to the businesses and individuals whose affairs we are appointed to handle.

Local presence. National reach.

For more than 30 years, we have been making our presence felt around Australia as independent insolvency specialists.

Since 1984, **Jirsch Sutherland** has grown to become a highly respected national player, known for our dedication to the local business communities in which we operate.

We are one of the largest and most prominent practices in Australia with offices in Sydney, Melbourne, Perth, Brisbane, Newcastle and supported by a network of regional offices (*see back page*). In Western Australia we trade as **WA Insolvency Solutions**.

Our strength lies within the lasting relationships we form with financiers, accounting and legal firms, who are confident in our ability to deliver results, whatever the issue, whatever the circumstances. We have national resources but are small enough to be hands on, nimble and efficient.

Our purpose has always been to provide small and mid-size accounting, finance and legal firms – and more importantly their clients – with access to the same levels of expertise, professionalism, resources and experience as those provided by larger counterparts.

At **Jirsch Sutherland**, our focus is on making a difference to our clients, their clients, and the local communities in which we live and work.

Providing service. Not just services.

The heart of our business is the lasting relationships that we have built with business people, financiers, and accounting and legal firms of all sizes and in all corners of the country. They know that we will always support them and look after their clients, whatever the problems, whatever the circumstances.

When businesses are facing significant and sensitive financial issues, emotions run high. For owners, partners, managers, employees, creditors and many others, the stress is real and has often built over a prolonged and challenging period.

We can't make bad news entirely disappear. However, we can find the best possible way forward for our clients. That means supporting and protecting them, being absolutely candid about what can and cannot be achieved, ensuring that everyone is treated fairly and respectfully, and bringing about a resolution as swiftly as humanly possible.

CORPORATE INSOLVENCY SOLUTIONS

Corporate insolvency occurs when a company is unable to pay its debts when they fall due for payment. Seeking early advice is critical to ensure the best outcome for your company and its creditors.

Our corporate insolvency services include:

- **Voluntary Administration**
- **Deeds of Company Arrangement**
- **Creditors' Voluntary Liquidations**
- **Simplified Liquidations**
- **Court Liquidations**
- **Provisional Liquidations**
- **Receiverships**
- **Small Business Restructuring**
- **Safe Harbour**
- **MVLs**

OTHER CORPORATE SOLUTIONS

The evolution of business will always see the reshaping of complicated group structures. At **Jirsch Sutherland** we have successfully minimised group costs by winding up redundant solvent entities under the Members Voluntary Liquidation process.

This process provides taxation and statutory clearances, distribution of surplus assets/property and, finally, the de-registration of the entity. The process may also provide a more tax effective outcome for the shareholders.

PERSONAL INSOLVENCY SOLUTIONS

Personal insolvency occurs when you, as an individual, are unable to pay your debts. The procedures that apply in this situation are bankruptcy and personal insolvency agreements. As each individual situation is different, so are our solutions.

Our personal insolvency services include:

- **Bankruptcy**
- **Part X – Personal Insolvency Agreement**
- **Part XI – Administration of Deceased Bankrupt Estate**



BUSINESS CONSULTING SOLUTIONS

Our work with clients across the private, public, government and not-for-profit sectors, combined with our well-honed expertise enables us to provide a broad range of services for assisting business owners and directors, not to mention individuals.

Whether it's providing guidance and solutions to help grow, restructure or turn your business around; putting in place methods to give you and your business breathing space if you've hit financial difficulties or are being chased by creditors; or need assistance when you've been impacted by fraud or other high risk matters, our team of specialists can work with you to provide professional advice and develop and implement sustainable plans.

We are accountants. But we're also a lot more than that. And we employ our specialist skillsets and knowledge to provide outcomes-focused solutions for you or your business.

Our consulting services include:

- **Safe Harbour**
- **Business Consulting**
- **Debt Agreements**
- **Business Advisory**
- **Company Restructuring**
- **Financial Strategy**
- **Forensic Accounting**

OUR INDUSTRY EXPERTISE

At **Jirsch Sutherland**, we have developed specialist knowledge through working across a wide range of industries over many years. Whatever sector you operate in, we have the knowledge and expertise to deal with the issue you're facing. And because our staff live and work in the areas where we operate, you can be confident we're also on top of the local issues and challenges that may affect your situation.

We work across all industry sectors but have particular expertise in the following:

- **Agribusiness**
- **Construction**
- **Education**
- **Retail and consumer products**
- **Manufacturing, transport and logistics**
- **Hospitality and tourism**
- **Real estate and property**
- **Human resources and recruitment**
- **Professional services**
- **Film and entertainment**
- **Mining, resources and energy**

Our people are our best asset, and yours

The key to our success is our people: 85 insolvency specialists and invaluable support staff who are guided by eight Equity Partners.

We work hard to attract the very best and our clear recruitment strategy - to attract, retain and nurture those whose beliefs and values align with our own - strengthens our firm and benefits our clients.

In addition to having the relevant professional qualifications, our people are also members of key associations, ensuring they stay up-to-date with all industry developments. We never lose sight that our industry is a people business and the work we undertake is often emotional and distressing. Therefore, we make sure the person sitting across from you discussing your business challenges has empathy, integrity and is approachable.

Attracting the right people is one thing but that's only the beginning of the journey. Once onboard, we focus on building strong and lasting relationships with all staff through providing opportunities to grow with the company.

We also offer ongoing training and support that helps each member reach their potential, both professionally and personally. This is backed up by the latest processes and integrated systems to help deliver timely and compliant reporting.

Our commitment to our staff is reflected in the solid, long-standing and productive relationships that are built with our clients..

LEADING THROUGH PARTNERSHIP

Jirsch Sutherland has a strong, problem-solving leadership team of Partners who set the corporate direction and lead the organisation by example.

Each partner offers in-depth knowledge and wide-ranging and extensive professional experience. All have a minimum of 15 years' insolvency experience gained from working on small to complex matters within a myriad of industries. Our partners are not only the face of the firm, but act as mentors, providing support and wise counsel where needed.

How we work with Partners.

Jirsch Sutherland has been providing solutions to its clients and their clients for more than three decades and our success and reputation have been built on transparent and honest relationships. We take responsibility for our actions and our clients see us as a steadfast and valuable partner.

When a client needs assistance, it helps to discuss the options available with an independent party to ensure the most appropriate solution is implemented.

Jirsch Sutherland partners with its clients, such as accountants and lawyers, to provide practical solutions and effective outcomes for their clients – regardless of the size of the matter and irrespective of its complexity.

We work in a collaborative way that enables us to understand the needs of individual businesses and their relationships and commercial realities while developing a solution that addresses those unique circumstances.

The solution for a client that needs help varies greatly according to the situation. For example, the advice will be very different depending on whether they are operating under a sole trader, company or trust structure.

Because of this we never take a one-size-fits-all approach. We understand each matter has its unique challenges and set of circumstances. We work with you to fully understand what these are and find the best possible solution to an issue, always with a view to maximising returns to creditors while being aware of and minimising the economic and emotional burden experienced by those going through financial difficulties.

If your client is finding it difficult to pay their debts, there are a number of options. The most common are:

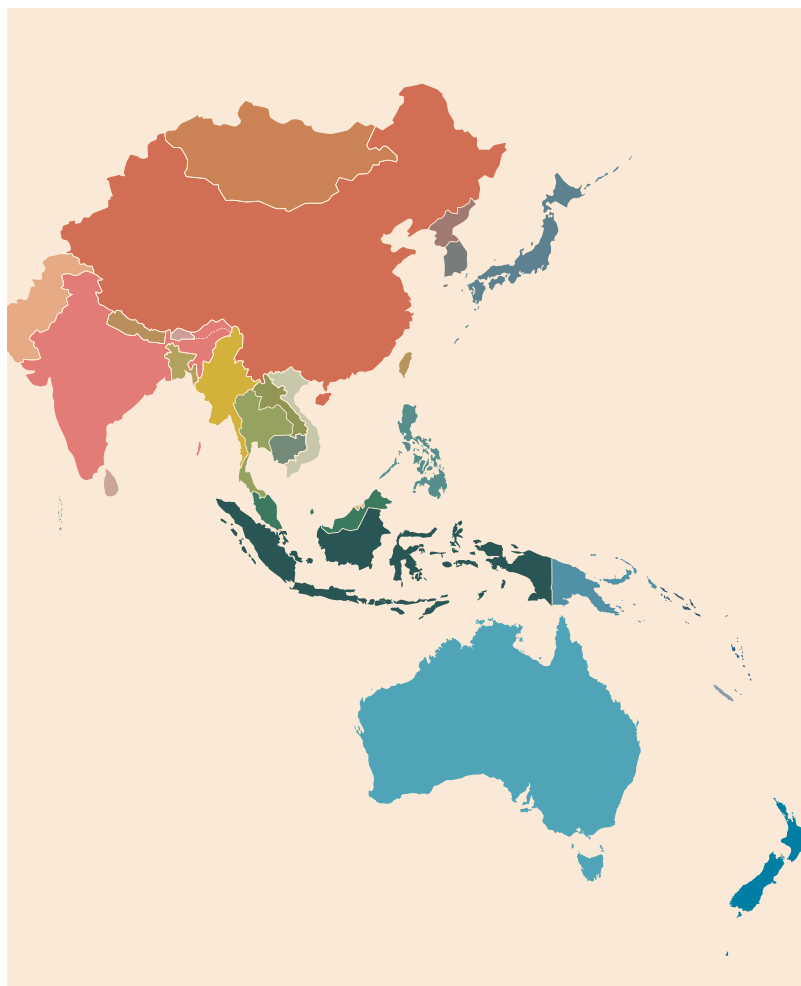
- **Voluntary Administration:** which allows insolvent companies to operate
- **Receivership:** where someone is appointed to take control of some or all of the assets to ensure secured creditors are paid
- **Deed of Company Arrangement:** which is a binding arrangement between a company and its creditors
- **Voluntary or Involuntary Liquidation:** where the business assets are converted to cash
- **Personal Insolvency Agreements:** which are binding agreements between the debtor and creditors to accept an amount of money
- **Bankruptcy:** which releases the debtor from most of his or her debts



Our Asia Desk: Strength in Diversity

Like all our teams across the firm, our dedicated Asia Desk for Asian-Australian business owners has a diverse team of highly skilled insolvency and recovery experts. What sets them apart, however, is their comprehensive knowledge of Asian business practices and markets, Australian business regulations, and fluency in Mandarin, Cantonese, Malay, Taiwanese, Sinhalese and Hindi.

And like all our partners, Melissa Lau, who heads up the national operation, guides and nurtures the high-calibre multinational team through sharing her extensive experience in insolvency and corporate banking in Asia and Australia.



International: global support

The global pandemic has highlighted the importance of having a strong international network to handle matters in other jurisdictions around the globe. Our international arm means we can provide international and cross-border insolvency and restructuring representation to companies and individuals – whether based in Australia or overseas.

Jirsch Sutherland International's qualified practitioners in Australia and our overseas associates are experienced in managing complex and multi-jurisdiction insolvency procedures across a wide variety of sectors.

Jirsch Sutherland International is strengthened by two key elements:

- **our dedicated Australia-based Asia Desk which provides a range of solvency and restructuring services to Asian-Australian business owners; and**
- **our membership of the Global Restructuring and Insolvency Professionals network (GRIP), an international network of independent insolvency firms. It provides access to local**

insolvency and restructuring practitioners in over 24 countries across Asia-Pacific, Europe, Canada, Central and South America, who can provide support with their knowledge of local regulatory, legal and practical issues. Jirsch Sutherland is also Chair of GRIP in the Asia-Pacific region, with a focus on growing this arm of the network.

It means that Jirsch Sutherland International can provide resources or expertise where a matter occurs outside a client's jurisdiction. And it provides peace of mind knowing they are qualified and experienced, with strong local contacts and knowledge of business practices and laws.



We Care Mental Health and Wellbeing Program

We regularly witness the devastating impact financial distress can have on one's mental health and wellbeing. In 2019, our desire to do more to support clients and referrers led to the creation of a new comprehensive and dynamic We Care Mental Health and Wellbeing Program.

Our We Care Mental Health Program gives us the skills to help people experiencing mental health problems and the knowledge to take better care of ourselves..



The program features:

- **Attainment by our Managers, Partners and Principals of the Mental Health First Aid Certificate**, which provides practical first aid skills for helping people experiencing mental health problems.
- **Mental Health Month initiatives** including mental health and wellbeing breakfast seminars, and Walk and Talk 'netwalking' tours.
- **A Mental Health and Wellbeing brochure** with vital information on mental health support services and mental ill health signs and symptoms.
- **Supporting Beyond Blue:** As our official charity, Jirsch Sutherland donates proceeds from fundraising activities to the Australian not-for-profit organisation.
- **A Mental Health Policy and Employee Assistance Program (EAP)** created with the assistance of mental health experts that gives all staff access to support, guidance and counselling via an independent and confidential specialist third party.



Corporate social responsibility

YOUR COMMUNITY IS OUR COMMUNITY

Everyone at Jirsch Sutherland is an active and dedicated member of their local community, in suburbs and towns across the country.

On a day-to-day basis, we enjoy building strong connections with our local communities, helping both business owners and individuals thrive and cope with challenges, which is why recovery and turnaround are such a significant focus of our firm.

We've also been committed to making a positive impact in our local communities for almost 40 years, and actively engage with, and support, local and national charities, sporting organisations and community groups including the **Cancer Council**, **Westpac Rescue Helicopter Service**,

Little Wings, **Autism Awareness Australia**, **Oxfam**, **Surfest Newcastle**, **Hunter Breast Cancer Foundation**, **Merewether District Cricket Club**, **Operation Do Something**, the **Bean Counters' Ball**, which assists accounting students who are struggling financially, and the **Soul Café**, which serves hot meals free of charge to the highly disadvantaged of the Newcastle region in NSW.

We look forward to seeing you in the supermarket, on the footy fields and golf courses, and at school and club sausage sizzles.



Why Jirsch Sutherland?



LEADERS

A leading Australian insolvency and business recovery firm



SPECIALISTS

Among the highest number of Registered Liquidators and Bankruptcy Trustees in Australia



INDEPENDENT

Proudly independent and operating since 1984



GLOBAL

National firm with a global reach; dedicated to local businesses



OUR VALUES

JS is committed to offering its staff, clients and the communities it serves a clear direction as to the approach we adopt and the standards we set



NO-OBLIGATION

Free initial no-obligation consultation

The Jirsch Sutherland Purpose and Standards

At **Jirsch Sutherland** we have a clear purpose – to preserve value in business and life.

We are committed to offering our clients, referrers and their clients, team members and the communities in which we work and live, a clear direction as to the approach we take and the standards we set.

We understand that at the heart of every business issue are people's lives and livelihoods, which is why we are passionate about living our firm's standards and approaching our work with integrity, respect and openness.

Our standards:

- **We care about people:**
Our team, our clients our community
- **We have the tough conversations:**
We are open, honest and empathetic
- **We make the complex simple:**
We are driven to finding the best solutions
- **We make a difference:**
We create opportunities. We get it done.
We live life.

Key Personnel

Jirsch Sutherland is proud to employ some of the industry's leading experts who include registered liquidators and bankruptcy trustees.

SYDNEY



Trent Devine - Partner

NSW / QLD



Andrew Spring - Partner

NSW



Peter Moore - Principal

NSW



Stefan Arnautovic - Business Director

NSW

NEWCASTLE



Bradd Morelli - National Managing Partner



Lloyd Kerr - Partner

NSW



Stewart Free - Partner

NSW



Emma Mos - Principal

NSW

MELBOURNE



Glenn Crisp - Managing Partner

VIC



Malcolm Howell - Partner

VIC



Andrew Mattinson - Principal

VIC



Paul Pattison - Business Director

VIC

BRISBANE



Chris Baskerville - Partner

QLD



Melissa Lau - Partner

QLD / ASIA DESK

PERTH



Jimmy Trpcevski - Managing Partner

WA



David Hurt - Partner

WA



Greg Prout - Principal

WA



Gary Anderson - Business Director

WA



Peter Brown - Senior Manager

WA

For further information on our personnel team please visit:

<https://www.jirschsutherland.com.au/our-people/>

CONTACT US **1300 547 724**
(08) 9463 3000

www.jirschsutherland.com.au | admin@jirschsutherland.com.au
www.wais.com.au | admin@wais.com.au

INTERNATIONAL DESK **+61 2 9236 8333**

NSW	VIC	WA	QLD
<p>SYDNEY</p> <p>701/28 O'Connell Street Sydney NSW 2000 (02) 9236 8333</p> <p>NEWCASTLE</p> <p>Level 1 14 Watt St Newcastle NSW 2300 (02) 4965 6500</p> <p>REGIONAL OFFICES</p> <p>Central Coast (02) 4322 0444</p> <p>Macarthur (02) 4647 4172</p> <p>Norwest (02) 9236 8333</p> <p>Tamworth (02) 4965 6500</p>	<p>MELBOURNE</p> <p>Level 30 140 William St Melbourne VIC 3000 (03) 8605 7333</p>	<p>PERTH</p> <p>Suite 6.02, Level 6 109 St Georges Terrace, Perth WA 6000 (08) 9463 3000</p> <p>BUNBURY</p> <p>Unit 36 23-25 Casuarina Drive Bunbury WA 6000 (08) 9791 6466</p> <p>REGIONAL OFFICES</p> <p>Albany (08) 9841 4930</p> <p>Busselton (08) 9751 3895</p> <p>Esperance (08) 9071 5874</p> <p>Kalgoorlie (08) 9021 7066</p>	<p>BRISBANE</p> <p>Level 9 120 Edward St Brisbane QLD 4000 (07) 3152 0222</p>