

Introducing

Jirsch Sutherland



Jirsch Sutherland aims to be the insolvency firm of choice for any financially distressed 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 their 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 SERVICES

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**
- **Court Liquidations**
- **Provisional Liquidations**
- **Receiverships**

OTHER CORPORATE SERVICES

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 SERVICES

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 IX - Debt Agreement**
- **Part XI - Administration of Deceased Bankrupt Estate**





SERVICES TO LENDERS AND FINANCIERS

Thanks in part to the volume of complex administrations, liquidations and receiverships we manage each year, **Jirsch Sutherland's** highly streamlined expertise enables lenders to recover the funds owed to them, with a higher degree of certainty.

Our mortgagee services also cover receiverships and controllerships of commercial, industrial and residential property subject to mortgages and other security documents. We develop a complete recovery plan, protect the value of assets, provide formal assessments of market values, ensure that the property is marketed effectively, and return funds to lenders in the quickest possible time.

Our lending and finance services include:

- **Receiverships**
- **Agent for the Mortgagee**
- **Controllerships**
- **Pre-lending and Security Reviews**
- **Investigative Assignments**
- **Other Mortgage Services**

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**

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 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



Jirsch Sutherland



The faces of Jirsch Sutherland

At **Jirsch Sutherland**, we realise we are nothing without our people. Our experienced leaders, highly talented managers and invaluable support staff are key to our success and that's why we spend so much time on attracting the very best. We have a clear recruitment strategy: to attract, retain and nurture those whose beliefs and values align with our own. In addition to having the relevant professional qualifications, our people are also members of key associations, thus 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 fraught. 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 his or her 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 of our partners offers in-depth knowledge and wide-ranging and extensive professional experience. They each 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 organisation but act as mentors to the rest of the **Jirsch Sutherland** team, providing support and wise counsel where needed.

CONTACT US **1300 547 724**

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

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

NSW	VIC	WA	QLD
<p>SYDNEY</p> <p>Level 27 259 George St 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>Gosford (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 12 460 Lonsdale St Melbourne VIC 3000 (03) 8605 7333</p> <p>REGIONAL OFFICE</p> <p>Geelong (03) 5223</p>	<p>PERTH</p> <p>Level 49 108 St George's Terrace Perth WA 6000 (08) 9463 3000</p> <p>REGIONAL OFFICES</p> <p>Albany (08) 9841 4930</p> <p>Bunbury (08) 9791 6466</p> <p>Busselton (08) 9751 3895</p> <p>Esperance (08) 9071 5874</p> <p>Kalgoorlie (08) 9021 7066</p>	<p>BRISBANE</p> <p>Level 11 127 Creek St Brisbane QLD 4001 (07) 3152 0222</p>