

INTRODUCING **Jirsch Sutherland**
NORWEST OFFICE

New South Wales | Queensland | Victoria | Western Australia

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

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 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.

Introducing the Norwest office

Driven by the desire to be accessible to clients in Sydney's thriving north-west, Jirsch Sutherland chose born-and-bred local, Partner Andrew Spring, to open its Norwest office in Bella Vista in 2016.



Andrew Spring, Partner

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From our office in Bella Vista, Partner Andrew Spring and his team of dedicated specialists have provided local individuals, SMEs, lawyers and accountants with a wide variety of insolvency services, enriched by their extensive expertise and experience and their ever-growing local knowledge and networks.

We have provided solutions across a wide range of sectors including building and construction, real estate, retail, technology, hospitality and leisure, and manufacturing.

While our focus is on achieving the best outcomes, we also take the time to listen and thoroughly assess each case to provide tailored advice and services. And to reduce financial and emotional stress, our team guides clients through the insolvency process with empathy and understanding. Our expertise in negotiation, deal making and resolving litigious matters and disputes helps achieve timely and optimal results.

Areas of expertise include:

- **Bankruptcy**
- **Business recovery**
- **Deeds of Company Arrangement**
- **Voluntary administrations**
- **Liquidations**
- **Receiverships**



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Providing service. Not just services

When you're facing significant and sensitive financial issues, we help by bringing clarity and an effective strategy to achieve the best possible result. We're known for protecting and guiding our clients through the insolvency process and by safeguarding them from harsh or unfair treatment.

As insolvency specialists in an industry where compassion is rare, and viewed by some as a weakness, we continue to stand out by standing up for our values.

If you're facing either personal or corporate insolvency, it's imperative you seek early assistance. We will work with you whatever the situation to achieve a fair result as quickly as possible.

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**



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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:

- **Receiverships**
- **Voluntary Administration**
- **Deeds of Company Arrangement**
- **Creditors' Voluntary Liquidations**
- **Provisional Liquidations**
- **Official Liquidations**

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.

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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 knowledge

Financial challenges crop up in every organisation, and at any time. Over the more than 30 years we have been operating, we've developed specialist knowledge of the wide range of industries we've worked within. So whatever sector you operate in, you can be sure we have a comprehensive understanding of it, which allows us to develop the best solution.

Some of the key industry sectors in which we've successfully helped our clients include:

- **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**

Working for you – and with you

Jirsch Sutherland partners with its clients to provide practical solutions and effective outcomes – 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.

How we work

Local service. National reach.

We have offices located in metropolitan and regional areas around the country in centres where we have identified a need for our services. Whether a matter is in one of Australia’s busiest cities, a Sydney growth corridor or on a remote Queensland cattle farm, we have the ability to deploy teams while having access to national resources.

We are hands-on at a grass roots level and are dedicated and committed to our local business communities.

We work closely with small and mid-size accounting, finance and legal firms – and most importantly their clients – to provide them with our extensive insolvency expertise, resources and experience.

with you:

Tailored solutions.

We never take a one-size-fits-all approach. We understand that 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.

Taking a partnership approach.

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.

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The face 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 people is then reflected in the solid, long-standing and productive relationships that are then 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.

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