



RESTRUCTURE VS CLOSE DOWN LIQUIDATION

The tph Difference

At **tph** we have been in the insolvency industry for a very long time, and we have evolved our overall philosophy to support any program that should provide better outcomes for stakeholders (creditors/employees/shareholders). This usually means developing rescue plans that will involve turnaround strategies and perhaps restructuring options.

We will only look at a formal appointment as a first option if the directors want that as their only option. If however a director wants **tph** to work with the company to provide the best solution for all the stakeholders then everything is on the table. This is so, even after the introduction of the Small Business Restructuring Legislation.

We consider the possible scenarios that could work, such as negotiating different terms with pressing creditors, or looking at altering overhead issues, or cutting unprofitable lines of business etc.

We do the heavy lifting in getting on the front line with the suppliers/bankers or whoever it is that needs to be part of the solution. **tph** has significant experience in dealing with the banks, ATO, State Revenue etc.

Although we are very good at Liquidations, we are very effective at saving businesses by looking at all the options.

Common Alternative Approaches adopted by Insolvency Firms

The insolvency industry has a reputation in certain quarters that it shuts down businesses before it considers rescue plans.

There are many reasons for this, with the primary one being the insolvency practitioner who is likely to be personally liable if a trade-on position is adopted and it is unsuccessful.

There are genuine situations where a close down alternative is the logical choice, however the insolvency industry has a reputation for closing down too fast.



The tph Smart Solution

tph takes the time to truly evaluate what is the best course of action for all parties concerned, if there is a pathway that can save the business **tph** will recommend strategies to achieve that. The common approach is not always the best solution, **tph** will take a deep dive to unpack all the facts. The **tph** approach provides balance so that the best outcomes can be achieved.