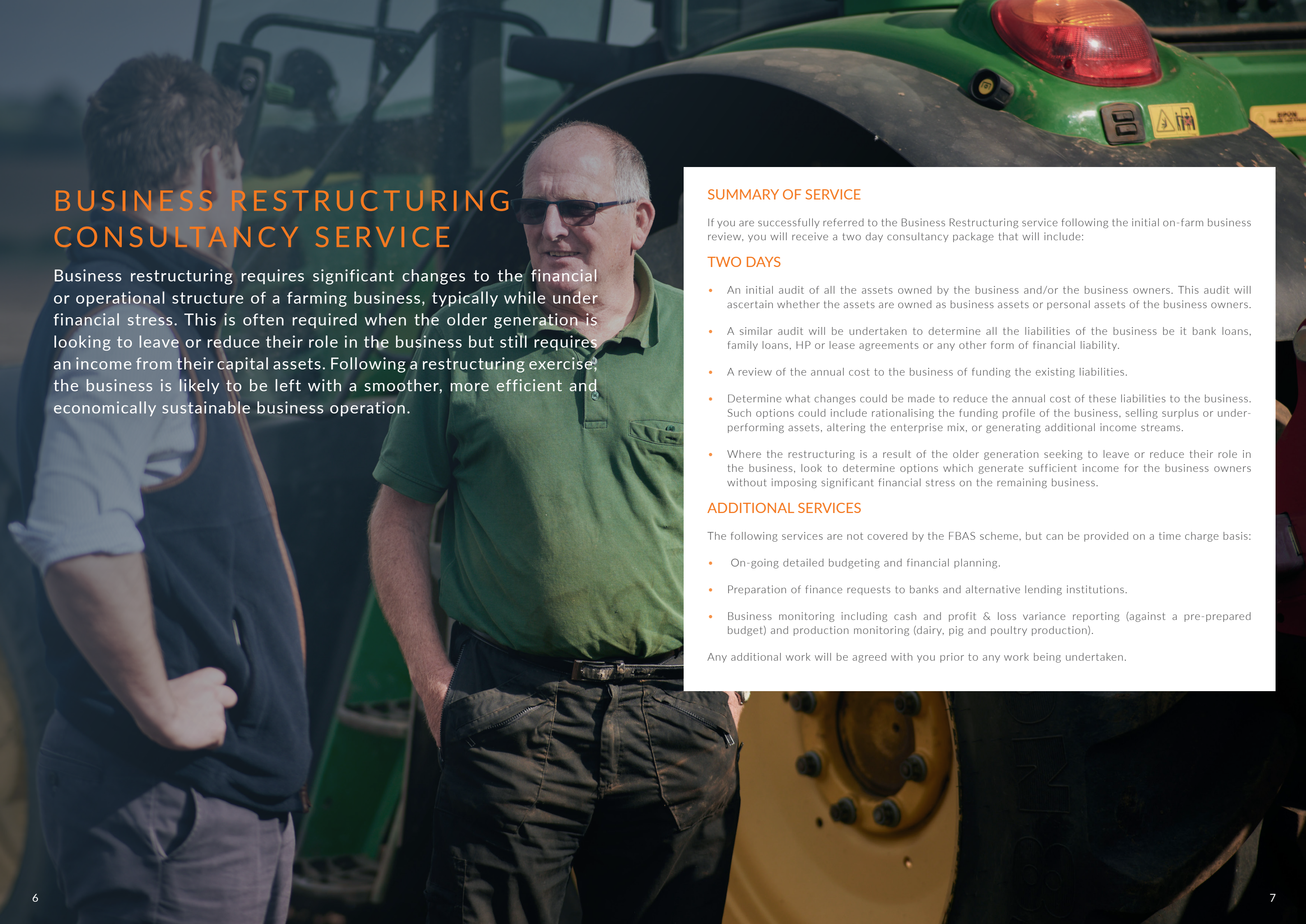


A photograph of two men in a farm setting. In the foreground, a man with grey hair and sunglasses, wearing a green polo shirt and dark cargo pants, stands with his hands in his pockets. To his left, another man in a blue shirt and dark vest is partially visible, looking towards the first man. In the background, a green tractor is parked. The scene is outdoors with a blurred background.

BUSINESS RESTRUCTURING CONSULTANCY SERVICE

Business restructuring requires significant changes to the financial or operational structure of a farming business, typically while under financial stress. This is often required when the older generation is looking to leave or reduce their role in the business but still requires an income from their capital assets. Following a restructuring exercise, the business is likely to be left with a smoother, more efficient and economically sustainable business operation.

SUMMARY OF SERVICE

If you are successfully referred to the Business Restructuring service following the initial on-farm business review, you will receive a two day consultancy package that will include:

TWO DAYS

- An initial audit of all the assets owned by the business and/or the business owners. This audit will ascertain whether the assets are owned as business assets or personal assets of the business owners.
- A similar audit will be undertaken to determine all the liabilities of the business be it bank loans, family loans, HP or lease agreements or any other form of financial liability.
- A review of the annual cost to the business of funding the existing liabilities.
- Determine what changes could be made to reduce the annual cost of these liabilities to the business. Such options could include rationalising the funding profile of the business, selling surplus or under-performing assets, altering the enterprise mix, or generating additional income streams.
- Where the restructuring is a result of the older generation seeking to leave or reduce their role in the business, look to determine options which generate sufficient income for the business owners without imposing significant financial stress on the remaining business.

ADDITIONAL SERVICES

The following services are not covered by the FBAS scheme, but can be provided on a time charge basis:

- On-going detailed budgeting and financial planning.
- Preparation of finance requests to banks and alternative lending institutions.
- Business monitoring including cash and profit & loss variance reporting (against a pre-prepared budget) and production monitoring (dairy, pig and poultry production).

Any additional work will be agreed with you prior to any work being undertaken.