

Corporate Recovery & Restructuring

Licensed Insolvency Trustees

MNPdebt.ca/Corporate

# Helping businesses regain financial health

Professional restructuring may be necessary in cases where a business has more debt than it can manage or a creditor requires help protecting its position. However, it can be challenging to understand the alternatives and choose the best course of action.

Should it be restructuring? Receivership? Liquidation?

At MNP Ltd., our corporate recovery and restructuring team helps executives and business owners build effective strategies which meet the needs of all stakeholders.

### **Our services**

Here are just a few ways MNP Ltd. can help stakeholders in insolvency proceedings:

### **Business reviews (viability assessments)** Provide in-depth viability studies to enhance decision-making processes and options.

Business restructuring and reorganization

Assess the business and assist with key changes to realign business models and needs.

### Proposal to creditors

Develop proposals which bridge the gap between business owners, financial institutions and other creditors.

**Monitoring** Serve as a private or court-appointed monitor.

### Formal Appointments

Act as a court-appointed Receiver, Interim Receiver, Licensed Insolvency Trustee and other related appointments.



# About MNP

MNP Ltd. is one of the largest corporate insolvency practices in Canada. For more than 60 years, our respected team of Licensed Insolvency Trustees has been working with creditors to protect their interests and with businesses to help them recover and regain control of their finances during times of economic distress.

MNP Ltd.'s parent firm is MNP LLP, Canada's fastest growing national accounting and consulting firm. We integrate specialized expertise in key service areas MNP LLP provides where necessary. We take the time to understand your industry and needs thoroughly, and we offer a multi-disciplined approach to help you obtain the best possible results.

Living and working in more than 80 key urban and rural centres across Canada means our experienced Licensed Insolvency Trustees have the local market insight to deliver personalized solutions for corporate financial challenges.

### International capabilities

MNP is an independent member of Praxity, an innovative, international alliance of over 700+ offices of best-in-class independent member firms. Together, we share their combined expertise from strategic locations around the world, leveraging highly-customised business solutions and deep regional understanding — driving outstanding results and returns for clients in more than 110 countries.

### **MNP LLP services**

### Assurance

- Audits
- Reviews
- Compilations
- IFRS

### Tax

- Corporate tax (Canadian and U.S.)
- Personal tax (Canadian and U.S.)
- Indirect tax (GST, PST, HST)
- International tax
- Scientific research and experimental development (SR&ED)

### Enterprise Risk

- Regulatory compliance
- Internal audit
- Security
- Technology risk
- Business resilience
- Risk management

### Valuations And Litigation Support

- Business valuations
- Intangible assets
- Property tax recovery
- Appraisals

### **Corporate Finance**

- Capital markets
- Mergers, acquisitions, and divestitures
- Transaction services
- Due diligence

### Forensics

- Fraud
- Computer analysis
- Employee misconduct
- Fintrac compliance

### Consulting

- Supply chain management
- Performance improvement

- Human resources
- Farm management
- Technology
- Economics and research

### Digital

- Applications
- Business intelligence and data
- Cyber security
- People and resources
- Project and portfolio management
- · Security and risk management
- Service planning and architecture
- Strategy and governance

#### Succession Planning

- ExitSMART™
- TransitionSMART™

# Our experience

BUSINESS TYPE	MNP'S ROLE	HIGHLIGHTS
Paving company	Licensed Insolvency Trustee	MNP substituted original Licensed     Insolvency Trustee
Fishing camp	Receiver	Disposal of shares
Summer and tool Distributor	Licensed Insolvency Trustee and receiver	<ul><li>Continued operations</li><li>Sold assets to strategic buyer</li></ul>
Software development	Viability assessment Court-appointed receiver and manager	<ul> <li>Conducted sale process</li> <li>Sold as going concern</li> <li>Significant recovery to private equity funders</li> </ul>
Chain of pharmacy / gres	Court-appointed receiver	<ul><li>Sold as going concern</li><li>Secured debt in excess of \$20 million</li></ul>
Boat manufacturer	Viability assessment	Viability assessment, determining security position
Office Furnitur	Receiver and Manager and Licensed Insolvency Trustee	100-percent recovery to the financial     institution
Steel plate manufacturing Automotive industry	Court-appointed receiver and manager	<ul> <li>Completed production of sales for customers</li> <li>Recovered majority of \$2.5 million secured loan</li> </ul>
National importer and	Court-appointed receiver	<ul> <li>Stalking-horse bid</li> <li>Successful sale</li> <li>100-percent recovery to secured creditor</li> </ul>
National chain of giftwares	Advisor to a trade association and credit management group through CCAA proceeding	<ul> <li>Facilitated settlement for the benefit of unsecured creditors</li> <li>Recovery to trade creditors not otherwise available</li> </ul>
Music and entertainment	Special investigative receiver	Led the investigation and assessment     of sensitive computer records
Hog operation	Court-appointed receiver	<ul><li>Harvested crops</li><li>Depopulated barns</li><li>Sold barns and farm land</li></ul>
Oilfield services	Viability assessment	Reviewed security positions
Manufacturing	Viability assessment	Monitored under forbearance
Construction contractor (mining)	Licensed Insolvency Trustee	Full recovery to secured and priority creditors with significant dividends to unsecured creditors
National women's retail chains	Multiple appointments as Licensed Insolvency Trustee	<ul> <li>Conducted retail sale and sold a key premise lease</li> <li>Recovered in excess of 90 percent of secured loan</li> </ul>

As one of the fastest growing firms in the country, MNP brings decades of experience in helping businesses excel.



We provide a multi-disciplined approach to help you obtain the best possible results.



# Our experience

BUSINESS TYPE	MNP'S ROLE	HIGHLIGHTS
Multi-location rete distribution	Viability assessment Court-appointed receiver	<ul> <li>Operated business</li> <li>Sold as a going concern</li> <li>Full recovery of \$10 million to secured lender</li> </ul>
Tool and die makthe automotive industry	Receiver and manager	<ul><li>Liquidated assets</li><li>Secured debt of approximately \$13 million</li></ul>
Vinyl profile manufactur	Receiver and manager	<ul> <li>Sold company as a going concern</li> <li>100 percent recovery to financial institution</li> </ul>
Real estate	Multiple appointments as private and court-appointed receiver	<ul><li>Constructed properties</li><li>Maintained properties</li><li>Conducted sale process</li></ul>
Car and RV dealerships	Multiple appointments as private and Court-appointed Receiver	<ul> <li>Orderly wind-up of operations and/ or completed sale of dealership</li> <li>Full recovery to secured lenders and continuation of the business</li> </ul>
Manufacturer store fixtures	Court-appointed interim receiver	Secured debt of over \$30 million
National automotivepair chain	Court-appointed receiver	<ul><li>Sold chain, including franchise</li><li>system, real estate and operations, as concern</li></ul>
Retail home and gar centre chain	Proposal Trustee Licensed Insolvency Trustee Receiver	Conducted three-month liquidation     sale from 20 locations
Retail jewelry chain	Proposal Trustee Licensed Insolvency Trustee Receiver	<ul> <li>Conducted retail sale from 20 locations</li> <li>Sold \$1 million of retail premise leases</li> </ul>
Retirement homes	Court-appointed receiver	Three facilities with secured debt of approximately \$17 million
Housing co-operativ	Court-appointed receiver	• 131 detached homes in Essex, Ontario
Hotels	Receiver and manager	Improved operations at franchise     hotel during marketing process
Gold mine	Proposal Trustee Licensed Insolvency Trustee	Monitoring operations

# **Client groups**

MNP Ltd. has an extensive network of specialists serving clients in numerous industries and specialty groups through our parent firm, MNP LLP — including:

- Agriculture
- China services
- Credit unions
- Dealerships
- Energy
- Food and beverage processing
- Forestry
- Indigenous
- Manufacturing
- Mining
- Private enterprise
- Professionals

- Public companies
- Real estate and construction
- Technology, media, and telecommunications

### Agriculture

We work closely within the agri-food, livestock, and primary producer (e.g., crops) industries, as well as with Hutterite Brethren communities. Our highly experienced team manages various farm income programs, such as AgriStability — and many of our professionals maintain strong ties to family farming operations.

### **China Services**

We have the largest contingent of bilingual accountants and consultants in Canada, with more than 75 employees fluent in Mandarin or Cantonese. We understand the nuances of conducting business in Canada and China and provide industry expertise and market insight.

### **Credit Unions**

We have supported the success of more than 100 credit unions across Canada. Our core services include strengthening board leadership and member offerings, ensuring regulatory compliance, and helping to grow our clients' bottom lines.

### Forestry

Our Forestry team helps clients manage frequent operational, trade and regulatory changes and challenges more effectively — with services ranging from performance improvement to supply chain management.

### Indigenous

We have extensive experience assisting First Nations, Inuit, and Métis communities with everything from gaming and government negotiations to financial management and economic development.

#### Manufacturing

Our manufacturing sector knowledge allows owners to remain competitive and profitable while efficiently resolving operational, trade and regulatory challenges.

### Mining

We position organizations in Canada's growing mining industry to expand, prosper, and navigate a complex regulatory environment.



### Energy

We help companies negotiate fluctuating market conditions and strict regulations to optimize internal structures, improve processes, increase revenues, and reduce costs.

### **Private Enterprise**

We provide straightforward business advice to small and medium-sized business owners across Canada — including support in tax, succession planning, assurance, corporate finance, enterprise risk management, consulting, and more.

#### Professionals

We help professional practitioners such as doctors, dentists, and lawyers realize their goals — whether they want to lead their own practice, increase the profitability of an existing business, or develop an exit strategy.

### **Public Companies**

We help public companies comply with complex regulations, manage information security and privacy challenges, meet shareholder expectations, and conduct investor relations.

#### **Real Estate And Construction**

We provide the solutions to keep your business one step ahead of the competition while boosting the bottom line. We combine our broad experience with a range of targeted services to serve and grow any real estate or construction business.

### **Technology Media Telecommunications**

We support technology companies through all stages of their business lifecycle — from securing grants or government incentives, to going public, going across the border, buying or selling a business, tax planning for growth, or developing exit strategies.

# Meet MNP's corporate recovery and restructuring team leaders

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## About MNP LTD.

MNP Ltd. is one of Canada's leading firms in corporate recovery and restructuring. For more than 60 years, we have served and responded to the needs of our corporate clients. Through a diverse range of services, our team of government-licensed professionals has the experience and expertise to develop recovery and restructuring strategies that meet the needs of all stakeholders.

To find out what we can do for you, contact the MNP office of a Corporate Recovery leader near you or Grant Bazian, President, LIT, MNP Ltd. at 778.374.2108 or grant.bazian@mnp.ca



