



svpartners

specialist accountants & advisors

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# Rental, Hiring & Real Estate Capability Statement

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# The Sector

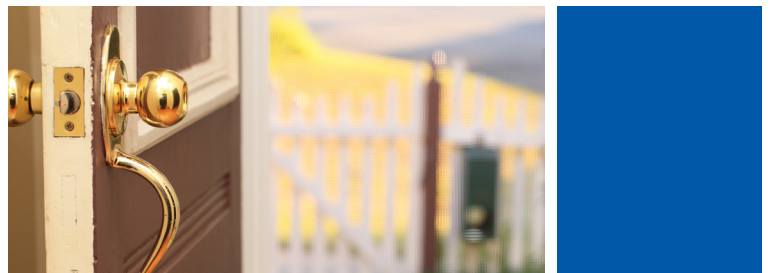


An important part of the Australian economy, the rental, hiring and real estate sector employs over 219,000 (Dept. Education, Skills and Employment, 2019). It encompasses a diverse range of occupations including real estate sales agents, property managers, land economists/valuers and more.

With the industry facing difficulties including increased competition, declining commissions, disruption from tech based firms and regulatory changes, business operators can find it hard to remain profitable.

Advancements in new technologies provide significant opportunities for businesses who take a proactive approach. Automation of administrative tasks, marketing across social platforms and customer tools increase efficiency and provide new ways to engage with potential clients.

Ensuring digital integration across the business and leveraging the rich data available to drive strategic decisions will become paramount to the success of businesses in the sector moving forward. The critical component will be using these advancements to enhance and improve the quality of relationships and engagement with clients.



Now, more than ever, businesses in the rental, hiring and real estate sector need to focus firmly on their customers and find ways to improve their value proposition.



# Our Approach

SV Partners is an expert accounting and specialist advisory firm focused on supporting businesses and individuals in financial stress.

SV Partners has been working with small to medium businesses across industries to help with financial stress for over 17 years. We work hard to ensure the best possible outcome by carefully considering the full circumstances, addressing concerns and providing tailored solutions.

Every situation is different and our team ensures that clients understand all of the options available to them in navigating through financial stress. We deliver superior outcomes by focusing on exceptional service delivery, respecting our clients, exceeding their expectations and working effectively as a team.



## National Strength with Regional Capability

SV Partners is a national practice represented across Australia by a team of over 150.

In addition to our metro offices, SV Partners maintains a strong regional focus in QLD and NSW with offices in Mackay, Rockhampton, Sunshine Coast, Toowoomba, Gold Coast, Wollongong, Newcastle, Dubbo and Tamworth.

Our industry experience has allowed us to develop expert skills and apply them across small and large scale matters across the rental, hiring and real estate sector.



# Our Experience



SV Partners has worked on a broad range of appointments, many of them unique and highly complex, with an appreciation of individual circumstances, attention to detail and decisive responses.

SV Partners has developed an in-depth understanding of the specific requirements and business operations having undertaken many appointments of varying difficulties across the rental, hiring and real estate sector.

## Free Initial Consultation

SV Partners works collaboratively with the business owners to assess the main concerns and priorities given the current situation.

We take a measured approach in our evaluation, making sure to consider individual circumstances and all contributing factors and discuss options for moving forward.



## Our Services

- ▶ Financial Stress Advice
- ▶ Turnaround Management
- ▶ Voluntary Administration
- ▶ Creditor's Voluntary Liquidation
- ▶ Court Liquidation
- ▶ Receiverships

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Our team are highly experienced and skilled, equipped to handle even the most complex scenarios in a sensitive manner.

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# Case Studies

## Real Estate Agent Voluntary Administration to Creditors Voluntary Liquidation

### The Situation

- ▶ The company traded a real estate agency business on the Gold Coast.

### The Solution

- ▶ Upon our appointment we continued to trade the business for the purpose of securing a sale as a going concern of the company's rental management agreements (the rent roll).
- ▶ We prepared an information memorandum and sought expressions of interest from Gold Coast agencies. Due to the state of rental agreements and the company's records, a significant amount of work was required to be undertaken to establish the saleable agreements and finalise a sale agreement which was successfully completed.

### The Outcome

- ▶ Due to the process undertaken, the matter resulted in a larger return being realised for the creditor who would have received nothing in the event of an entire shut down scenario.

## Strata/Body Corporate Voluntary Administration to Deed of Company Arrangement

### The Situation

- ▶ The company operated a body corporate management business. We were appointed as Voluntary Administrator when a contract was on foot. That contract fell over due to finance provisions and we had to find other ways to realise value for the business.

### The Solution

- ▶ We continued trading the business and invited expressions of interest for the sale of the business as well as liaised with the director to submit a Deed of Company Arrangement.

### The Outcome

- ▶ Whilst a number of expressions of interest were submitted, they would likely not see any payout to the secured creditor (a bank). We were able to assist the director in formulating a suitable DOCA proposal that saw the bank paid materially more than the alternatives. It was a desire to get a reasonable return for the bank that saw us continue trading the business for around 14 weeks.

# Case Studies

## Retirement Village Receivership

### The Situation

- ▶ Trade on of retirement village located in Beachmere, Queensland.

### The Solution

- ▶ Management of the retirement village employees and contractors required to maintain the operations of the RV and surrounding freehold land. Secured creditors were top tier banks.
- ▶ The retirement village was only partially completed and required daily monitoring and management of its facilities.
- ▶ Regular meetings and communications were held with residents of the retirement village and other key stakeholders including the local council until such time that a sale of the retirement village was completed.

### The Outcome

- ▶ We were able to secure a sale of retirement village and freehold land by tender process. Additionally, a large GST refund claim was successfully pursued against ATO resulting in additional return to secured creditors. Principal debt due to private syndicate of lenders at date of appointment of receivers was \$16m. \$5.3m was repaid.



# Our Offices



SV Partners is a specialist accounting and expert advisory firm focused on supporting professionals and their clients.

We provide professional corporate and personal insolvency accounting, turnaround strategy advice, forensic and advisory services to accountants, financial institutions, corporations, financial and legal advisors, and their clients. SV Partners are the professional's proven partner.

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