



Retail Capability Statement

svpartners

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The Sector



The retail sector is one of Australia's largest, employing over 1,265,000 workers (ABS). An integral part of the Australian economy, it encompasses a diverse range of businesses including supermarkets, clothing, electronics, furniture, health and other stores.

The sector has been facing significant challenges due to changes in consumer behaviour, spending habits and competition from industry disruptors.

With the industry meeting difficulties including high levels of competition from online and overseas retailers, changes in consumer demand, impacts of economic conditions including debt levels and credit card use, business operators can find it hard to remain profitable.

Delivering on consumer expectations is becoming increasingly complex for retailers. Customers are more informed and discerning than ever before, researching purchase decisions and using review platforms to make informed choices.

In this digital age, retailers need to ensure they are leveraging the data at their disposal to personalise the customer journey by providing a unique experience.

Exposure and engagement with brands across social platforms means competition is fierce, forcing retailers to adapt to customer needs or be left behind.



Now, more than ever, it's imperative to understand global trends, identify opportunities for growth and implement a strategy to remain competitive.

Our Approach

SV Partners is an expert accounting and specialist advisory firm focused on supporting business 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 retail industry.



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 retail sector.

Our experience has allowed us to assist various stakeholders including secured lenders, business owners, developers and community representatives.

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

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

Case Studies

Jewellery Wholesaler/Retailer Voluntary Administration

The Situation

- ▶ The business commenced from a residential garage with 1 employee and grew within a period of approximately 6 years to employ approximately 600 staff both in a wholesale and retail environment. The business, after 6 years, owned and ran approximately 25 retail stores across Australia, had many franchise stores and supplied from its wholesale business many retail customers both in Australia and New Zealand.

The Solution

- ▶ SV Partners were engaged in structuring and asset protection strategies as managing growth and demands on cash flow became difficult for the owners. We regularly met with the directors and owners to discuss strategy and particularly assist with forecasting and cash flow related issues.

The Outcome

- ▶ Through implementation of strategies to stabilise and support the business throughout its growth period, SV Partners was able to assist the owners in selling the business for in excess of \$100 million.

Discount Retail Outlet Voluntary Administration

The Situation

- ▶ SV Partners were appointed Voluntary Administrator to a discount retailer which operated 41 retail outlets across Victoria, New South Wales, Queensland, Tasmania & South Australia and employed in excess of 550 staff.

The Solution

- ▶ After dealing with the ACCC in regards to significant penalties and realising the company's business assets, we traded the company's business operations for approximately 3 months in order to undertake an extensive national and international Expressions of Interest campaign for the sale of the business and its assets.

The Outcome

- ▶ The result was the sale of the company's business and assets which resulted in the continued employment of more than 400 employees and provided significant return to both secured creditors and priority creditor claims.

Case Studies

Food Retailer / Franchisee Industry Voluntary Administration

The Situation

- ▶ SV Partners were appointed as Voluntary Administrators for a national food franchise. The business operated a national network of 112 franchised pizza stores with its head office based in Brisbane. The company had the following debts:
 - \$4.37m to a secured creditor
 - Up to \$1.06m for employee entitlements
 - \$4.17m to unsecured creditors

The Solution

- ▶ Upon our appointment, we conducted an immediate review of the business and identified restructuring opportunities that could reduce the operational costs of the business. The restructuring measures were undertaken to maximise the sale price offered from potential buyers.
- ▶ This matter attracted national media attention and it was crucial that we as Administrators remained respectful of all stakeholders
- ▶ We continued to trade the business whilst conducting an Expressions of Interest style marketing campaign. The intention was to sell the business intact in order to maximise the return to creditors whilst attempting to minimise the impact on other stakeholders such as franchisees

The Outcome

- ▶ The 'Expressions of Interest' marketing campaign provided us with a number of potential buyers, resulting in a successful sale of the business. We were able to provide a solution to this complex franchise scenario by using our knowledge and experience in business recovery.

Food Retailer / Franchisee Industry Voluntary Administration

The Situation

- ▶ SV Partners were appointed Voluntary Administrators to a company which owned and operated two cafe franchise stores in Queensland. One in Clifford Gardens and the other in Sherwood. A contract was executed prior to our appointment for the Clifford Gardens store.

The Solution

- ▶ Due to an existing franchisee contract on the Clifford Gardens store, SV Partners continued trading for an extended period of time to allow settlement.
- ▶ In addition, we traded the Sherwood store with a view to selling it as a going concern. There were no purchasers with suitable offers so we co-ordinated with the franchisor to hand the store back. As part of the agreement, the franchisor took on the employees and premises lease.

The Outcome

- ▶ Through the process above, we enabled a large return to priority creditors for outstanding superannuation and payment of outstanding franchise fees

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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