



**Do not wait until the conditions are perfect to  
begin. Beginning makes the conditions  
perfect.**

*Alan Cohen*

**BM&T**



**CRITICAL SOLUTION**  
BUSINESS PARTNER

**FINANCE SOLUTION**  
BUSINESS PARTNERS

## BM&T's ORIGINS

**BM&T** has a long history which traces back to the founding of the European arm of US turnaround firm Glass & Associates in 1997.

This was successfully run by Alan Tilley from offices in London and Frankfurt with David Bryan becoming involved in 2004.

Glass & Associates was sold to a large consulting firm in 2007 and the European arm was reformed as an independent business in 2008 by Alan and David under the **BM&T** name.

Soon after, an association was set up with **Conway Mackenzie** in the US.

In 2014 **BM&T** became a founding member of **European Restructuring Solutions**, a network of like-minded firms in the five major economies of Europe. In 2015 **BM&T** established a presence in **Romania** and in 2017 formed **BM&T Hellas** to serve the **Greek market**.

Throughout this time, **BM&T** has been an innovative **market leader**:

- Proposing turnarounds when insolvency was the norm.
- Doing cross-border work when competitors were all nationally focused.
- Being at the forefront of our profession with Alan Tilley and David Bryan active as directors of the Turnaround Management Association, frequent speakers and writers and co-authors of the Institute of Chartered Accountants in England and Wales **best practice guideline on turnarounds**.
- Winning awards for its work in 2010, 2011, 2013 and 2015.



## WE DIFFER

As a **debtor advisory boutique**, **BM&T** is different from mainstream accountancy and consultancy firms:

- We generally only work for companies (the debtor) and not lenders.
- All our people are senior professionals with board level experience in industry and commerce.
- We do not use inexperienced staff who one day are doing audit or strategy work and next day appear as turnaround professionals.
- Our teams work closely together for years. They are not formed arbitrarily to serve a specific project.
- Our approach is to use the smallest number of people possible and to harness the resources the client already has. This provides the client with a cost-effective, high-value-added service that is less intrusive than large numbers of junior staff.
- After years of board level experience, we are very comfortable dealing with our clients' senior management.

**BM&T** believes passionately that it should be free of conflicts of interest:

- We are not Insolvency Practitioners and therefore have no interest in our clients entering any formal bankruptcy process. We put all our efforts into avoiding that and have nothing to gain from it.
- Similarly, we have never been on any bank panels so are not beholden to them in any way.
- Neither do we have a myriad of other services to cross sell.

We believe in being the best at what we do and nothing more.





## THE LOCAL PARTNERS

**CRITICAL SOLUTION** is a provider of business consulting services with high commitment to its customers.

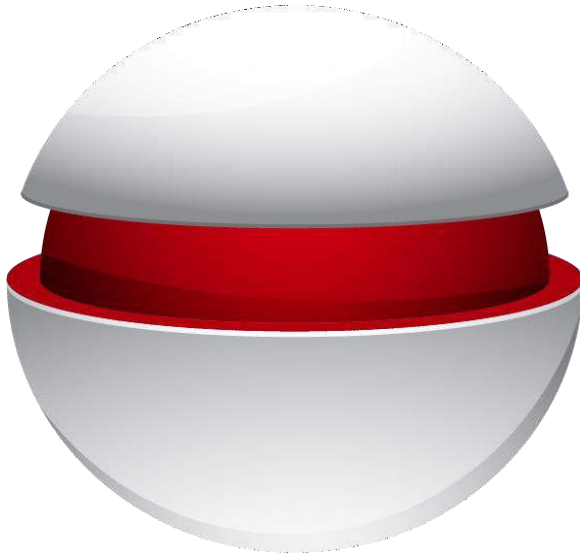
- Was established in 2010 and specialises in turnaround and business restructuring projects.
- Provides consulting services to a wide range of both financially sound and distressed business entities, accomplishing business and asset evaluations, business plans, feasibility studies, etc.
- Assists clients in every industry to improve their performance, reduce costs, leverage technology, analyse procedures and complex data, address regulatory changes, etc.

**FINANCE SOLUTION** is a new company with long experience executives, specialized in the financial sector.

- Established in 2019, has undertaken the utilization and specialization of modern financial instruments on behalf of existing and / or new business projects, follows the holistic approach to streamlining the business model and emphasizes on the Internal Control System's effectiveness and the implementation of modern Corporate Governance.

Alongside with the Group Solution, the stable cooperation with **RAPID Financial Services**, a **one-stop-shop** for financial services and software company, adds the following services to our portfolio: .

- Full range of accountancy and tax consultancy services, such as bookkeeping, payroll, tax optimisation, IFRS adoption, entity setup & transformations, legal documentation, transfer pricing, etc.







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# OUR SERVICES

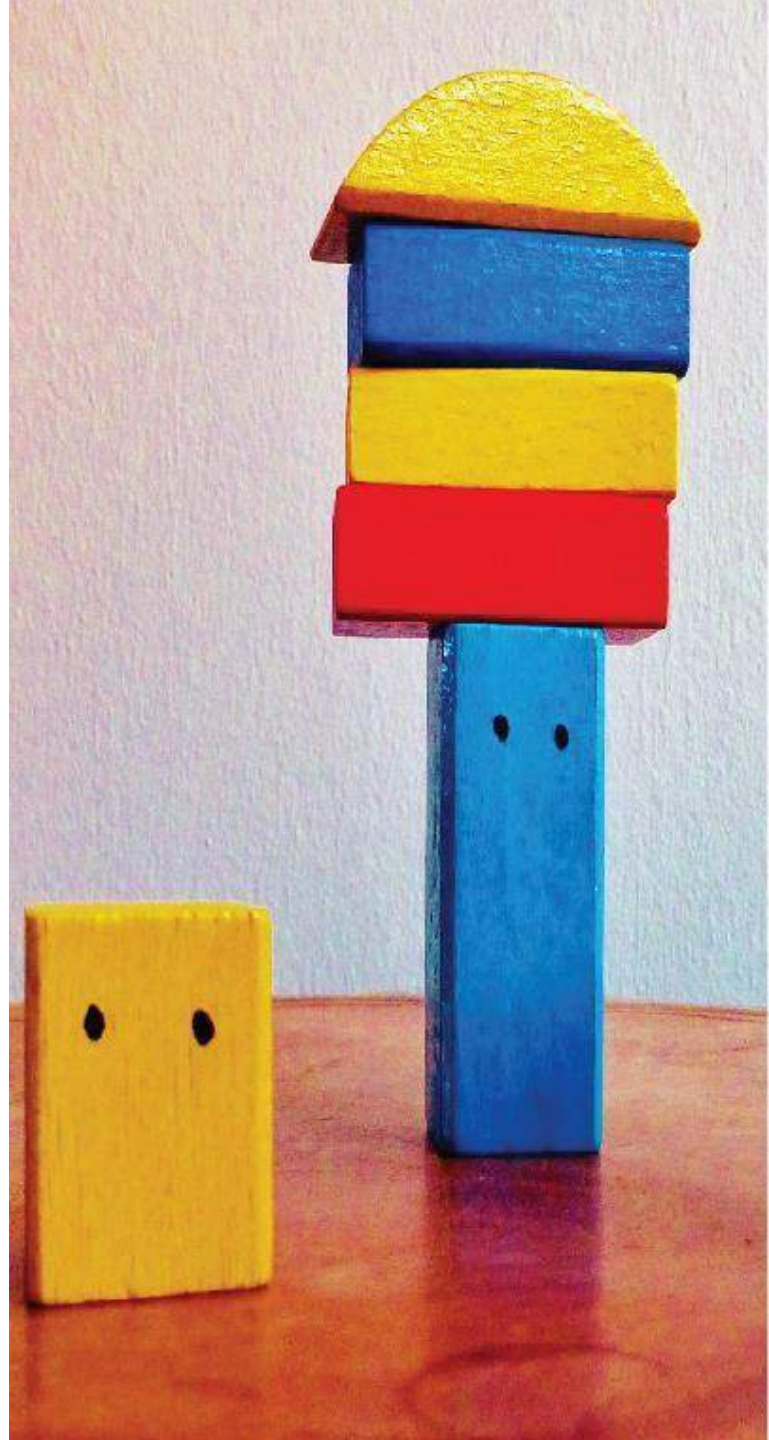
# **RESTRUCTURING & TURNAROUND**

We resolve complex business issues and enhance value.

We offer a full suite of services in key areas, including transaction advisory, restructuring and turnaround, interim management, capital raising, operational improvement, and valuation.

We can quickly analyse a business situation and apply our knowledge to finding a workable solution, driving improvement at middle-market companies and larger businesses.

Finally, we can apply flexible business models to deliver the best possible outcome for our clients.





## CAPITAL ADVISORY (FUND RAISING)

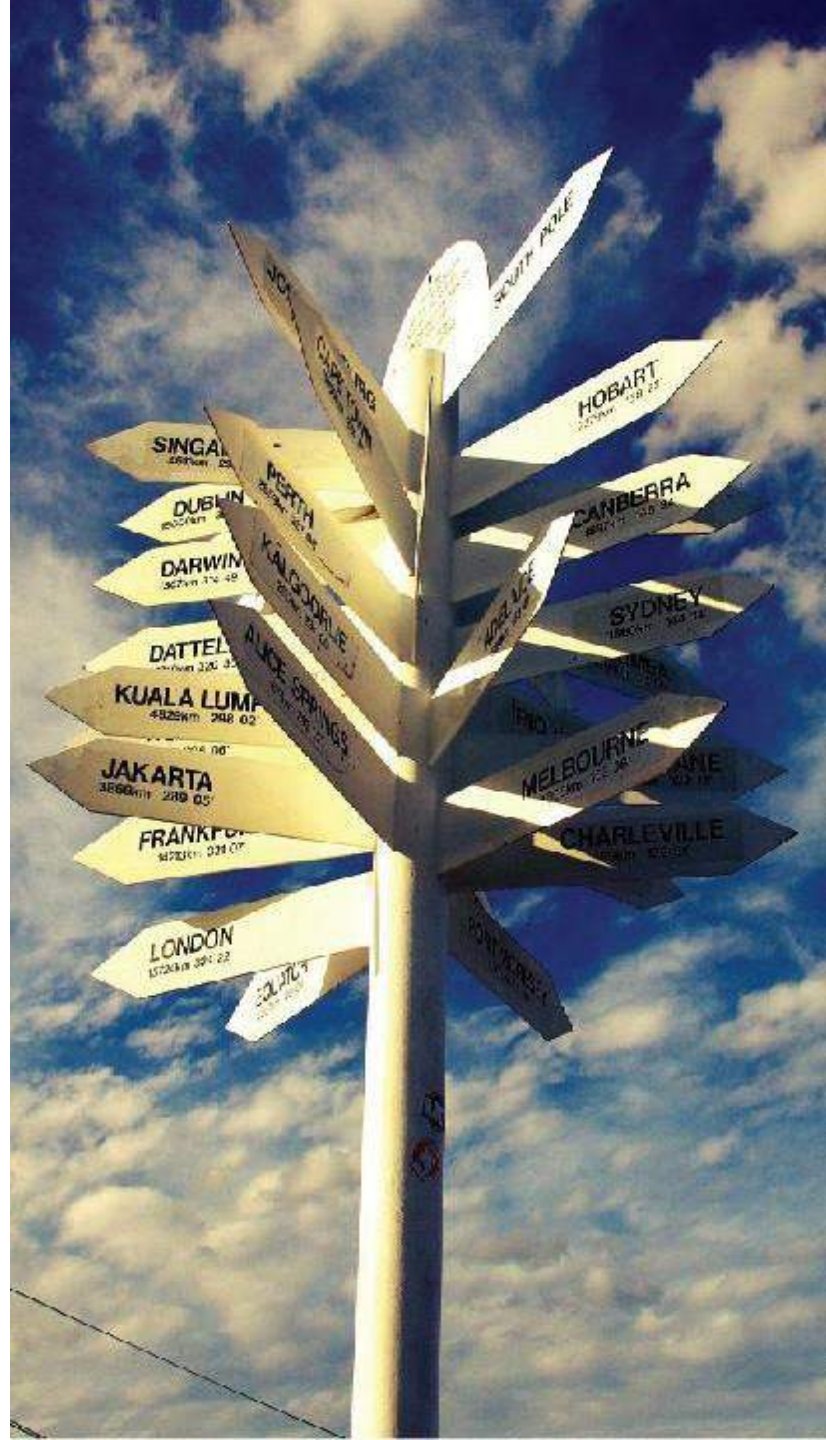
We bring extensive capital advisory expertise to stakeholders in mergers and acquisitions (buy and sell side), debt and equity financings, balance sheet restructurings, and litigation assistance.

We have experience across a broad range of industries, with particular emphasis on manufacturing, business services, retail and consumer, healthcare and tourism.

We can find the proper way to select capital from the European Investments programs for the subsidy of companies which can renovate their structure and growth practices.

We provide essential corporate finance consulting services to the companies wishing to explore opportunities that require additional capital, targeted acquisition or divestiture strategies, smart restructuring or recapitalization solutions.

From strategic analysis to debt and equity financing to valuation, we can serve as a 360 source provider for a comprehensive suite of business consulting and transaction advisory services.





## **DUE DILIGENCE**

Our professionals and legal associates have the financial and legal skills to explore a business of every aspect and the possible future impacts.

## **VALUATION**

We deliver independent valuation and consulting services to assist clients in making informed decisions for transaction, tax or litigation purposes. Our full-service capabilities, including financial, equipment and real estate, provides with comprehensive solutions to meet valuation and consulting needs.





## **OPERATIONAL IMPROVEMENT** **(RE-ENGINEERING)**

We are prepared to address challenging business problems utilizing an analytical approach to identify the changes necessary to achieve sustainable economic value.

We have the expertise to facilitate revenue enhancement, business and organizational alignment, supply chain management, operational improvement, post-merger integration and post-emergence management.

# **CORPORATE STRATEGY, AND BUSINESS PLANNING**

We assist organisations to evaluate and develop strategy plans.

We perform a diagnostic process, and competitor analysis, and identify potential initiatives to reduce cost, improve effectiveness and efficiency, and create growth.

Specific elements of the strategic plan that we focus on include:  
a company's mission and vision statements,  
its values statement or guiding principles, SWOT analysis,  
competitive advantage, market analysis, strategic goals and  
objectives, strategies, short-term goals, priorities and  
initiatives, action items and plans, risks and other  
considerations, a five years financial planning, corporate  
balance score (building KPI's) and a Z score if necessary.



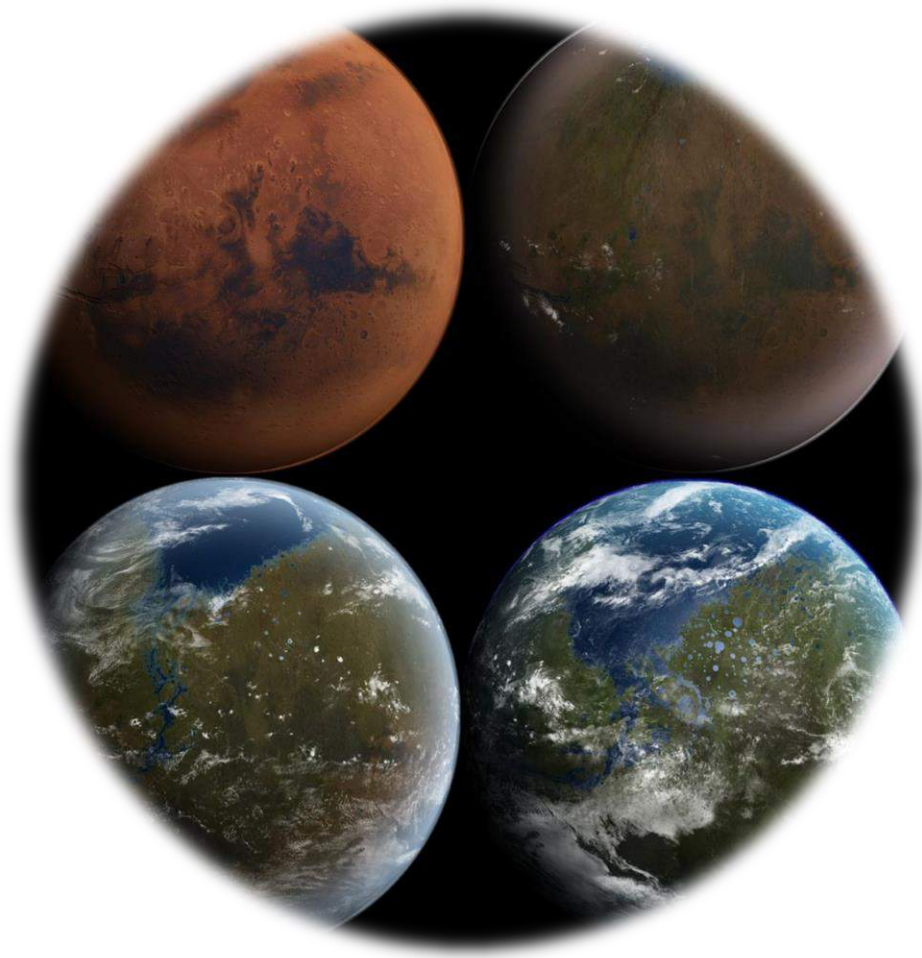


# TERRAFORMATION FOR BUSINESS MODEL

***Planet Terraformation*** is official term for the process of deliberately modifying its atmosphere, temperature, surface topography or ecology to be similar to the environment of Earth ***to make it habitable by Earth-like life.***

Imagine now your business as a living creature trying to grow or survive in a dangerous and inappropriate environment like that of Planet Mars. Conditions such as atmosphere, temperature, water... are missing, or in business terms the basic factors of production are missing.

The holistic approach and methodology of **Group Solution** provides the solution. Just let us help you.



# INFORMATION TECHNOLOGY AND REPORTING

(using INSIDER, our internally developed BI software)

- ☞ Production Reporting and structurally formatted information, internal and external, in a consistent and reliable manner.
- ☞ Ad Hoc Analytics to collect and analyze data and deliver real time intelligence across the organization for making better-informed decisions within quick turnaround time using all the necessary information.
- ☞ Reporting Foundation – leverage data warehousing resources to deliver information in a standardized manner across multiple systems so every individual has the same version of figure results.



## LEGAL

Our Legal Advisors' team covers a wide range of experience and skills as administrative law, corporate law, contracts, competition law, energy and financial sectors' legal framework, stock exchange law, government contracts, investment projects, mergers and acquisitions, privatization, restructuring of debts, real estate, taxation, planning and land use and can quickly put together a team of lawyers most appropriate to deal with your particular matter.

We take pride in helping our clients to reach commercially workable solutions on a wide range of innovative transactions and ventures which are often at the cutting-edge of industry and legal developments.





## COMMERCIAL STRATEGY

- ☞ An effective commercial strategy organizes a firm's branding, marketing, selling, and distribution affairs to develop sustainable competitive advantage.
- ☞ This holds true for technologies and markets both mature and emerging.
- ☞ We can help to characterize the influence and role of each stakeholder as their roles change, develop a tailored commercialization strategy, and assemble the internal competencies and external partnerships to maximize the return from existing product lines.



## **ACCOUNTING SERVICES TAX CONSULTANCY TAX OPTIMISATION**

We offer the full range of accounting and tax consultancy services needed by small, medium and large business entities:

- ✓ Tax consultancy
- ✓ Tax optimisation
- ✓ Bookkeeping
  - ✓ Payroll
- ✓ Transfer pricing
- ✓ IFRS adoption
- ✓ New entity setup
- ✓ Entity transformations
- ✓ Legal documentation



## **PROJECT FINANCING**

Our qualified personnel have more than ten years experience in Project Management and Project Financials.

We are experts in organizing and presenting the complete files for financing enterprises' projects through ESPA programmes, and European community programmes.

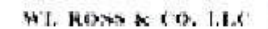
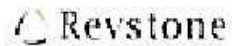
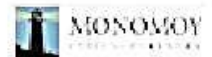
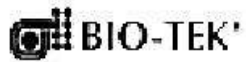
We are so confident for our expertise in this field, that we provide our clients with a money-back guarantee in case they don't qualify for the government grant.







## CLIENTS PROJECTS



## Indicative List of Clients



PANSYSTEMS S.A.



eliton  
kitchen design



Hotel ★★★★★  
Despotiko



## Indicative List of Clients



ΔΙΑΣΥΝΔΕΣΗ Α.Ε.



SIMOS  
FOOD  
GROUP.



STAFF  
JEANS & Co.



2803  
Fashion  
Loft





## CONTACT DETAILS



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