

EARLY WARNING AND SMPs

Morten Møller
Secretary-General
Early Warning Europe Network

EARLY
WARNING
EUROPE



Follow us on Twitter: twitter.com/EarlyWarningEU



Like us on Facebook: facebook.com/earlywarningeurope



Connect with us on LinkedIn: linkedin.com/company/early-warning-europe/

WHAT EARLY WARNING DOES

Provides impartial and confidential help based on a network of business consultants and mentors to:

- ensure that necessary changes are made for companies to survive and grow
- ensure quick and honest closures, when this is the right way out
- contribute to changing the general perception of closures and second starts (from incompetence to experience)

The Early Warning Europe Network is an association of 33 operators and partners assisting companies in distress

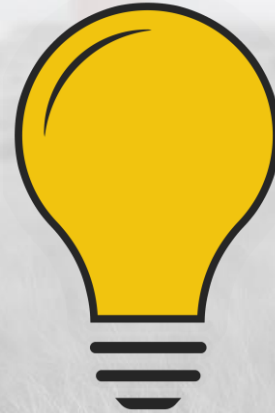
HOW TO STRENGTHEN THE SMPs IN DEALING WITH COMPANIES IN CRISIS?

EARLY
WARNING
EUROPE

- SMPs sell their services to solvent companies.
- The national Early Warning operators help companies that cannot pay anything for our services.
- We put them back into the market for paying for services on market conditions
- Finding the tipping point

STRATEGIC CRISIS

- The budgeting fails
- The management is unclear
- Counselling to the company is not good enough or inexistent
- The owner is ill or stressed
- The corporate strategy is unclear
- The owner has simply lost the overview



LIQUIDITY CRISIS

- The overdraft is growing
- The company starts missing out on payments
- The bank wants guarantees
- Tax debt
- The turnover and / or profit decrease



ADVICE TO SMPs

- Focus on the non-financial early warning signs
- The difficult conversation with the SME owner is key
- Refer the company to the national Early Warning operator