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| Mark FryBTG AdvisoryMark is the National Head of Advisory and Restructuring, based in our London office, and has specialised in business rescue and restructuring for over 30 years. He has been responsible at BTG for developing and driving forward the firm’s advisory offering, both nationally and internationally, which is now a pivotal part of the business. A key player in the restructuring arena, Mark’s expansive turnaround experience has seen him lead a number of high profile and complex cases across a range of sectors. Prior to joining BTG, 15 years ago, Mark co-founded and ran his own successful business rescue and restructuring practise. He understands what is required, both operationally and financially, to make a business thrive and reach its potential. This adds an extra dimension to Mark’s expertise, enabling him to look at situations from an additional angle and deliver entrepreneurial strategies to each case. For a number of years Mark has been actively involved in the real estate sector, dealing with both commercial and residential developments, in the UK and abroad. He currently holds directorships of UK and foreign property companies.Cases that Mark has been appointed on include:* Successful restructure of a national residential and commercial builder with £300m cross securitised debt across all group of companies. Mark led the team that delivered an effective solution, undertook lender negotiations and provided expert advice to the Board.
* Restructuring of an AIM listed business in the temporary hotel space, taking control of cash management, all personnel and management of the business until a replacement CEO was appointed.
* Developing an entrepreneurial strategy to restructure, and ultimately sell, Southampton Football Club. Mark found a buyer and ran the sales process whilst undertaking the day-to-day management of the club. The club was sold with a restructured balance sheet on a solvent basis. Other football clubs that Mark has provided expert advice to include Hull City FC, Reading FC, Swindon Town FC and forensic accounting evidence in respect of a Premiership football club.
* Mark has recently focused on working with private equity houses and family offices providing advice on:
	1. Strategic advice around acquisitions and disposals
	2. Due diligence
	3. Post acquisition integrations
	4. Reorganisations
	5. Operational and financial restructuring
	6. Optimised exit of portfolio investments
	7. Valuations
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Professional Qualifications* Licensed Insolvency Practitioner

Professional Associations* Fellow of the Insolvency Practitioners' Association
* Fellow of the Association of Business Recovery Professionals (R3)

Specialisms* Construction
* Leisure
* Financial Services
* Property
* Print
* Professional Services
* Sport
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