

## Disputes and Loss of Profits

There often comes a time in the life of a business when professional help is required to prevent or resolve a dispute.

It could be a family business dispute, business partner dispute or dispute with a third party client or supplier. Whatever the nature of the grievance, Harwood Hutton is ready to step in and find the pathway to a resolution.

We can act for both claimants and defendants in the context of business disputes or other loss of profits claims and can be instructed in either an advisory or expert capacity. We are usually engaged via a party's advising solicitors during the dispute process but we may also be engaged directly by the end client to provide initial advice and assistance during the early stages of the claim process.

A loss of profit claim can arise in a number of situations, including but not limited to:

- ◆ Contractual disputes (including breach of contract)
- ◆ Shareholder disputes
- ◆ Business interruption claims
- ◆ Personal injury and fatal accident claims
- ◆ Professional negligence claims.

### READY TO ASSIST AT ANY STAGE

Harwood Hutton has undertaken loss of profit calculations in a number of situations across a wide range of businesses and industries. We can identify and consider the key variables impacting on a claim and we can determine if there is potential for a counterclaim.

We can assist at any stage of the dispute life cycle, from initial assessment of the strengths and weaknesses of a potential claim and likelihood of a potential counterclaim to preparation of an expert report on the quantum of the claim for use in court proceedings.

### REASONS TO CHOOSE HARWOOD HUTTON

- ◆ We work with clients and their legal advisers as required in business disputes to ensure the loss of profit calculations delivered are fit for purpose and provide the end client with cost-effective advice
- ◆ We understand the importance of remaining objective and independent to ensure our work adheres to the highest professional quality and service standards
- ◆ We manage expectations throughout the dispute process
- ◆ We prepare robust calculations to assist with quantification of the claim and any counterclaim
- ◆ We can assist with settlement negotiations at mediation or with other alternative dispute resolution procedures.

### DELIVERING SUCCESSFUL OUTCOMES

- ◆ Party expert in a High Court loss of profits case concerning a fast food franchise, where the franchisor claimed against the franchisee for losses incurred, including the lost opportunity of operating an alternative business.
- ◆ Assisted in a £30m loss of profits case before the High Court concerning a 20 – 30 year food industry franchise agreement between a US franchisor and its UK franchisee, including valuing the franchisee's business.
- ◆ Assisted in the quantification of lost earnings due to the eastern European distributor of foodstuffs on cessation of an agreement with a US supplier, including developing a model of the distributor's business used as the basis for a multi-million pound settlement.
- ◆ Provided expert assistance to a motor dealership following the termination of its dealership franchise agreement, including assistance with quantification of the c. £250,000 loss of profits claim arising from competition breaches.

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FORENSIC ACCOUNTING  
SERVICES

## Our Team



### ADAM STRONACH

is a forensic accountant, registered auditor, Fellow of the Institute of Chartered Accountants in England and Wales and a member of the Academy of Experts and Expert Witness Institute. He has been involved in forensic accounting, expert witness and litigation support work for more than 20 years, receiving instructions from solicitors on a wide range of matters.

Adam has given oral evidence in the High Court and in the family courts and has acted for claimants, defendants and as a single joint expert, preparing reports for court, meeting experts to prepare joint statements and assisting counsel where appropriate.



### EMMA TREDGETT

is an experienced Chartered Accountant who previously worked as a Senior Manager in the Deloitte Forensic & Dispute Services group.

Emma has worked on expert witness and litigation support assignments, company valuations, financial investigations and sale and purchase disputes.



### AMANDEEP DHILLON

is a specialist in preparing forensic reports and has experience across a variety of business sectors.

Previously with Mazars, Amandeep has assisted in matrimonial cases where assets were across continents, and has supported the Expert in company valuation work and shareholder disputes. She also has experience dealing with HMRC on technical issues.

Harwood Hutton is a trading style of Harwood Hutton Advisory Services LLP, which is registered in England and Wales (OC398518).

Registered office: 22 Wycombe End, Beaconsfield, Bucks HP9 1NB.

Harwood Hutton Advisory Services LLP is a member of the Network of Independent Forensic Accountants (NIFA) whose member firms are legally separate and independent entities.



### Contact Us

If you would like to speak to a member of our team regarding any disputes concerning your clients, please call us for a no-obligation discussion on 01494 739500. Or email: [adamstronach@harwoodhutton.co.uk](mailto:adamstronach@harwoodhutton.co.uk)

WE OFFER AN INITIAL FREE, NO-OBLIGATION TELEPHONE CALL OR MEETING

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