

Company Presentation

Our Business

The Concept

Inso-Board organises and manages Supplier Pools in insolvency procedures.

Supplier Pools are set up especially in insolvency procedures, where suppliers are expected to have reservation of property rights, for example with production and commercial enterprises.

The aim of a Pool is to combine the rights of individual suppliers in order to make them stronger and to be able to deal with them more cost-effectively.

Pools are organised and managed by a Pool Administrator – in our case Inso-Board.

Advisory Boards are put in place to monitor the Pool Administrator, they are made up for the main part of credit insurer representatives, as well as representatives from credit insured and not credit insured suppliers.

The Advantages

The enforcement of supplier's rights through an Inso-Board Pool offers numerous advantages compared to suppliers trying to pursue their rights individually:

A Supplier Pool combines the rights of numerous suppliers and is therefore taken more seriously by the parties concerned than an individual supplier would be.

The rights and position of negotiation of the Pool members and the Pool Administrator is therefore considerably stronger

Inso-Board specialises in the setting up of Pools of this type. Our Board, Supervisory Board and consultants all have a long track record

of successful involvement in insolvency law and insolvency management.

Pool members are therefore guaranteed professional and expert support

The Pool member's involvement is more or less limited to the decision to enter the Pool and providing the necessary documentation. All other steps are carried out by experts from Inso-Board.

Pool members have less work to carry out and a higher chance of success

All costs incurred are exclusively borne by the Pool assets and are divided between its members.

Costs are significantly reduced for individual Pool members

If no Pool assets can be realised, then Pool members at Inso-Board will not be invoiced for costs.

Pool members will not end up throwing good money after bad. Membership is effectively risk-free

Inso-Board will cover the costs of procedures necessary for the implantation of the case

Inso-Board bears the financial risks

Inso-Board will only get a salary if there is a success for the Pool members. Inso-Board is therefore "in the same boat" as the Pool members.

Pool members are therefore guaranteed that Inso-Board will have their interests at heart

The Practice

If suppliers are involved with claims in an insolvency procedure, then it is a matter of finding the best way of asserting their rights.

Credit insured suppliers are often informed by their credit insurers of the existence of Supplier Pools and encouraged to join them. If a Supplier Pool already exists then the supplier should join.

Suppliers can also be proactive and seek advice from Inso-Board as to whether it makes sense to establish a Supplier Pool in a particular insolvency procedure. Inso-Board would then examine the case and make the necessary arrangements. The suppliers would then receive the Pool contract and membership documentation from Inso-Board:

Inso-Board then approaches the Insolvency Administrator, in order to assert the rights of the suppliers and will try to bring about a settlement, i.e. to arrange payment for the reservation of property rights of the suppliers.

It might also be necessary to contact the insolvent company's bank, as they generally have rights regarding stock and other claims. Such claims are often settled as a lump sum, i.e. by payment of a particular percentage of the liquidation of goods and its subsequent transfer from the insolvency assets to the Pool.

Should the Insolvency Administrator not be prepared to settle claims as a lump sum, then the reservation of property rights of the individual Pool members must be asserted individually, evidence must be provided and then followed up.

In connection with this it is essential that the business papers of the insolvent company are carefully examined to prove the existence of unpaid goods or deliveries by referring to the stock inventory.

Inso-Board uses expert lawyers and auditors for this purpose who are experts in this subject.

Once the proceedings are finished the Pool assets are distributed proportionally amongst the Pool members, once costs have been deducted. If claims had to be processed individually, payments are distributed amongst those Pool members who were successful, once costs have been deducted.

All fees paid to Inso-Board are based on the legally proscribed rates for Insolvency Administrators and are checked and approved by the Pool's Advisory Board.

If no Pool assets are realised then Inso-Board will cover all costs, i.e. Inso-Board is responsible for the entire risk.

Issues arising during the course of legal proceedings will be examined and solved with the help of lawyers specialised in insolvency law and Pool procedure.

References

Since it was established in 1999 Inso-Board has set up numerous successful Pools. Success for us means above all that our Pool members are completely satisfied.

Here are just some of the Pools set up by Inso-Board:

Harzer Papierfabrik GmbH & Co. KG

Pool share: 30%

Continua Kunststoffverarbeitung GmbH & Co. KG

Pool share: 84%

Dessauer Geräteindustrie GmbH

Pool share: ca. 5%

Georg Hydraulik- und Gerätebau GmbH & Co. KG

Pool share: currently 50%, expected to reach 80%

Küchenmöbelfabrik Holtkamp GmbH

Pool share: expected to reach 30%

Dalex Werke Niepenberg GmbH

Pool share: currently 25%

Aktuell Blusen Hans Bösel GmbH

Pool share: currently 40%, further 10% in preparation

Spritzgusswerke F.G. Schmidt GmbH & Co.

Pool share: extended reservation of property rights 25%, simple reservation of property rights 05%

Peron Multimedia Vertrieb GmbH

Pool share: currently 10%, Pool claims 3.8 Million EUR

Glaszentrum Ruhr GmbH

Pool share: currently 20%, expected to reach 30%

Edgar Georg GmbH & Co. KG

Pool share: currently 35%, expected to reach 60%

Sachsenhagener Polstermöbelfabrik GmbH

Pool share: ca. 16%

Rud. Rinne GmbH & Co. KG
Pool share: 10%

Scherer GmbH & Co. KG
Pool share: ca. 34%

Eugen Fetzer KG
Pool share: ca. 10%

Hillebrand Leuchten und Bürosysteme GmbH
Pool share: ca. 5%

Benno Heppt KG
Pool share: 15%

Anton Spilker GmbH & Co. KG
Pool share: currently 15%, Closing share: open

Gerh. Winkler GmbH & Co. KG Garten- und Landschaftsbau
Pool share: currently 10%, expected to reach 15%

EAS Elektro Anlagen und Systeme GmbH
Pool share: currently 10%, Closing share: open

Georg Fahrzeugbau GmbH & Co. KG
Pool share: currently 50%, expected to reach 80%

Joh. Wilh. Schmitz GmbH Druck- und Papierverarbeitung
Pool share: ca. 26%

As at 2004

Company

Profile

Established 1999

Head Office Bonn - Bad Godesberg

Joint Stock 100.000 EUR

And the name?

Inso – Insolvency Board – Platform

Inso-Board provides a platform for suppliers when their customers are going through insolvency.

Management



Executive Board

Hermann-Josef Johanns
Chairman of the Executive Board

Katrin Hartmann
Vice Chairman of the Executive Board

Supervisory Board

Wolfgang Kalker, Tax Advisor
Chairman of the Supervisory Board

Thomas Funk, Lawyer
Vice Chairman of the Supervisory Board

Gerd Knapstein, Auditor / Tax Advisor
Member of the Supervisory Board

Contact Address

Inso-Board AG

Simrockalle 2 - M-C-Center
53173 Bonn - Bad Godesberg

Fon • Fax 0700.INSOBOARD
(0700.467626273)

www.inso-board.com
info@inso-board.com

M-C-Center • www.m-c-center.com