



Grant Thornton

Debt Advisory & Restructuring



Financial Advisory



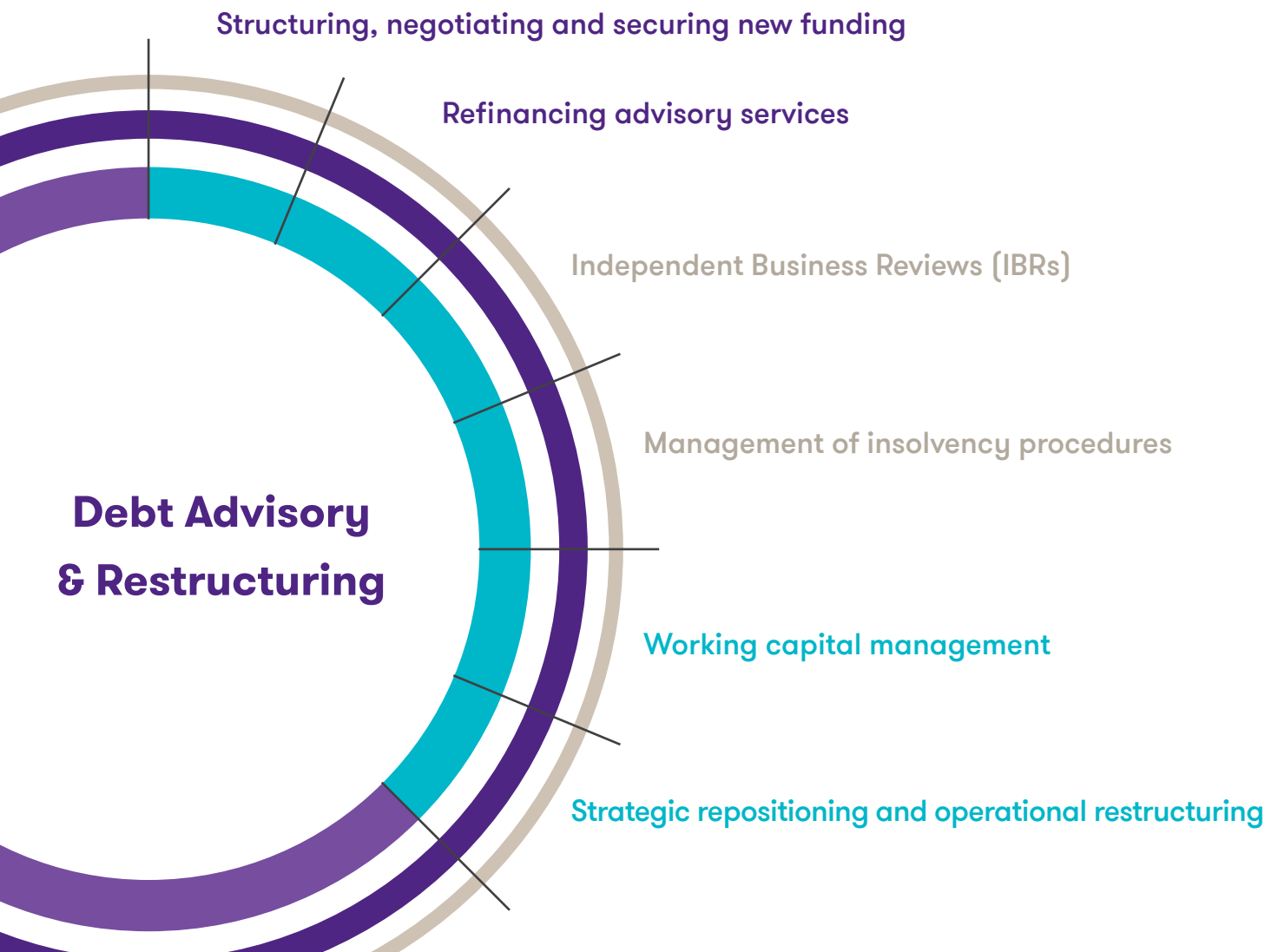
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About us

The Debt and Restructuring team at Grant Thornton can advise you on your funding needs and challenges. Our unique, quality-oriented services are based on an agile and customised advisory process. We will identify and meet your funding objectives, including finding, securing and establishing the right debt and capital structure, as well as providing you with debt refinancing, restructuring and advisory services.

Our team has a robust, technical and commercial knowledge of the debt markets as well as close ties with banks and institutional financiers

Services





Structuring, negotiating and securing new funding

We can help you fund your business projects by **maximising your funding opportunities** as part of an agile and efficient process. We do this by:

- Assessing your company's financial health and understanding your **specific funding needs**.
- Evaluating your **funding choices** and selecting the best strategy for you.
- Preparing a detailed, **descriptive logbook** about your company and its ties with the relevant funding parties.
- **Negotiating** funding proposals and working with your management team all the way up to completion.



Independent Business Reviews (IBRs)

We can offer you our **independent opinion** about your company's viability in order to regain the financing parties' trust. The IBR's scope includes:

- A **clear diagnostic** review of the company's financial performance in the past few years.
- The **company's strategic fit** with key trends in your industry and the wider economic environment.
- An **analysis of the company's business plan** as well as its short, medium and long term cash requirements.
- A review of **existing guarantees and funding options available**.



Working capital management

We can help you fully manage your company's cash-flows by **optimising its working capital cycle** and establishing a cash protection culture throughout the organisation. We can do this by:

- Preparing short, medium and long term **cash flow forecasts** to identify cash requirements.
- Reviewing the suitability of short term funding with the **business' growth needs**.
- Developing specific action plans to **increase the company's cash generation capacity**: saving measures, reviewing payment and collection policies, in-house banking, structuring inter-company transactions, etc.
- **Closely monitoring** the company's cash position and controlling potential slippages.



Refinancing advisory services

The purpose of a refinancing process is to achieve an **optimum financial structure** to ensure your business is sustainable. We will help you by:

- Preparing a detailed **financial, strategic and operational analysis** of your company.
- Preparing a **debt map** for your company, including a review of all your funding contracts and guarantees granted.
- Assessing the **funding structure** that best meets your company's cash-flow needs.
- **Negotiating with creditors** to secure a refinancing agreement and, if applicable, to select new funding alternatives.



Management of insolvency procedures

We provide financial management advisory services to distressed companies to help them turn around and **regain their financial stability**. We do this by:

- **Clarifying the company's financial position** and analysing the impact of potential insolvency proceedings on the wider Group.
- Estimating debt recovery scenarios and developing a **feasibility plan** to determine the resources needed for business continuity.
- Assessing exit strategies and asset liquidation **alternatives**.
- Providing **financial management support** during the insolvency proceedings: compositions with creditors, debt reduction/postponement arrangements, etc.



Strategic repositioning and operational restructuring

Our strategic advisory services can help you **connect your vision with the company's financial performance**, ensuring its long term, sustainable growth. We can do this by:

- Analysing the **industry's major trends** and identifying key **opportunities** for your company.
- **Adapting the company's business plan** to its new commercial and financial reality.
- **Defining the company's key strategic objectives** and preparing a strategic map.
- Preparing a **financial review** of the different strategic alternatives and **designing an investment plan** for the period under analysis.



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An instinct for growth™



50,000
people



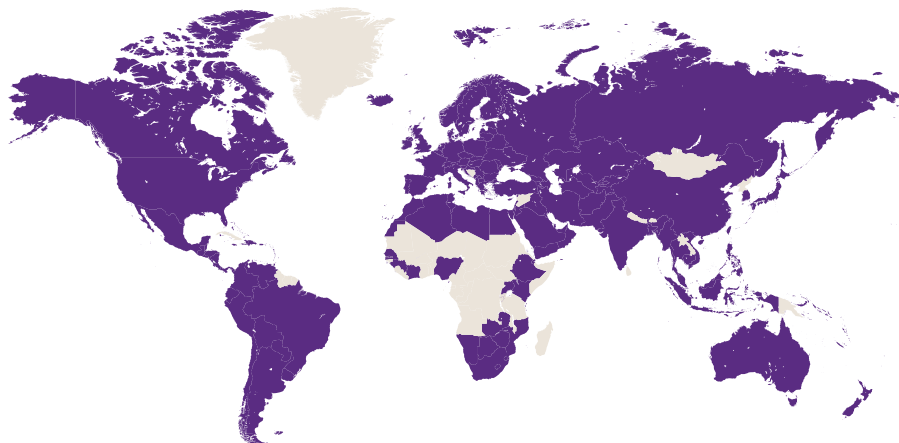
+130
countries



+700
offices



7.8% growth
in revenues in 2016



Spain

Clients give
our service
and teams
9 out of 10
for performance

3,500
clients

9
offices

Our firm includes financial, tax and legal advisers as well as auditors and consultants, and we provide value-added services to all sorts of clients in Spain and worldwide

Contact

Ramón Galcerán

Partner, Financial Advisory
Ramon.Galceran@es.gt.com
T +34 93 206 39 00

Carlos Asensio Rivero

Director, Financial Advisory
Carlos.Asensio@es.gt.com
T +34 91 576 39 99
M +34 656 16 07 01

www.GrantThornton.es



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