Preserve the value of your business



Each stage of a corporate crisis is accompanied by distinct warning signs and requires a different restructuring approach		MIN Strategic crisis		Insolvency risk
		The company is not fully aware of the issues (management ignores reality)	Profitability crisis The Company is aware of the issues	Liquidity crisis Loss of control
Т	'he problem appears on the:	Income Statement	Balance Sheet	Cash Flow
	he problem is addressed by:	Management	Shareholders	Creditors
	testructuring activity:	No activity	Management restructuring plan	Advisor is involved
	Business Recovery Services based on their relevance to individual stages of corporate decline	Independent Business Review		
		Turnaround		
				Debt Advisory
		Working Capital Optimization		

Key areas of our expertise



Independent Business Review

Conducting an initial review of a company's business model in order to gain an understanding of its viability and identify potential restructuring options.



Debt Advisory

Assisting a company in refinancing existing debt, fund raising and finding alternative financing sources.



Turnaround

Assisting struggling or underperforming companies in determining a preferred restructuring strategy and supporting management in its implementation.



Restructuring in insolvency / Preventive Concordat

Guiding a distressed company through an in-court operational and financial restructuring with the aim of maintaining operations and maximising recovery for stakeholders.

Distressed Sale

Supporting owners in urgent cash need by an outof-court distressed sale, assisting insolvency trustees with a distressed sale in insolvency proceedings.



Working Capital

Releasing tied-up capital within a company from one or more of the three cycles including order-to-cash, purchase-to-pay and forecast-to-fulfil.

Why PwC Our success factors

Close business relationships with banks

Our extensive experience in working with banks enables us to know thoroughly their requirements, expectations and key criterias considered in their financing/ refinancing decisions. Some members of our team previouly worked for prestigious banks.

Unique expertise and experience in restructuring

Restructuring and performance management of companies is one of the PwC key activities. Through the last 20 years we gained experience from different industries and situations requiring practical and flexible approaches to the management of individual projects. Our team has been involved in key restructuring cases in Romania and other CEE countries such as Czech Republic, Hungary, Slovenia, Slovakia and also in Modova.

Stakeholder management and negotiations facilitation experience

We understand that the restructuring process is successful only when a win-win solution is found for the Company and for the financing banks and that early involvement of the banks into the process is a must – during IBR, we present banks with the interim findings and debt restructuring proposals from the very beginning and thus manage their expectations.

Unrivaled investor relationship

Our network of investor contacts will enable owners to find rapid solutions in distressed sales process.

"Hands-on" approach

Our hands-on approach also helps to create value. Our team is working directly on-site, thus being daily in direct contact with the client. All interim findings and outputs are constantly being discussed and validated with the management.

Independence and unbiased opinion

Our business review and all recommendations are independent and not influenced by any interested party. We are also ready to provide support to the company in the implementation phase of restructuring measures and actively participate in selected projects.



How can we support you?

Our Business Recovery Services team assists managers, owners and banks in six basic areas with the goal of minimising the risk of business termination.

Contacts



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