

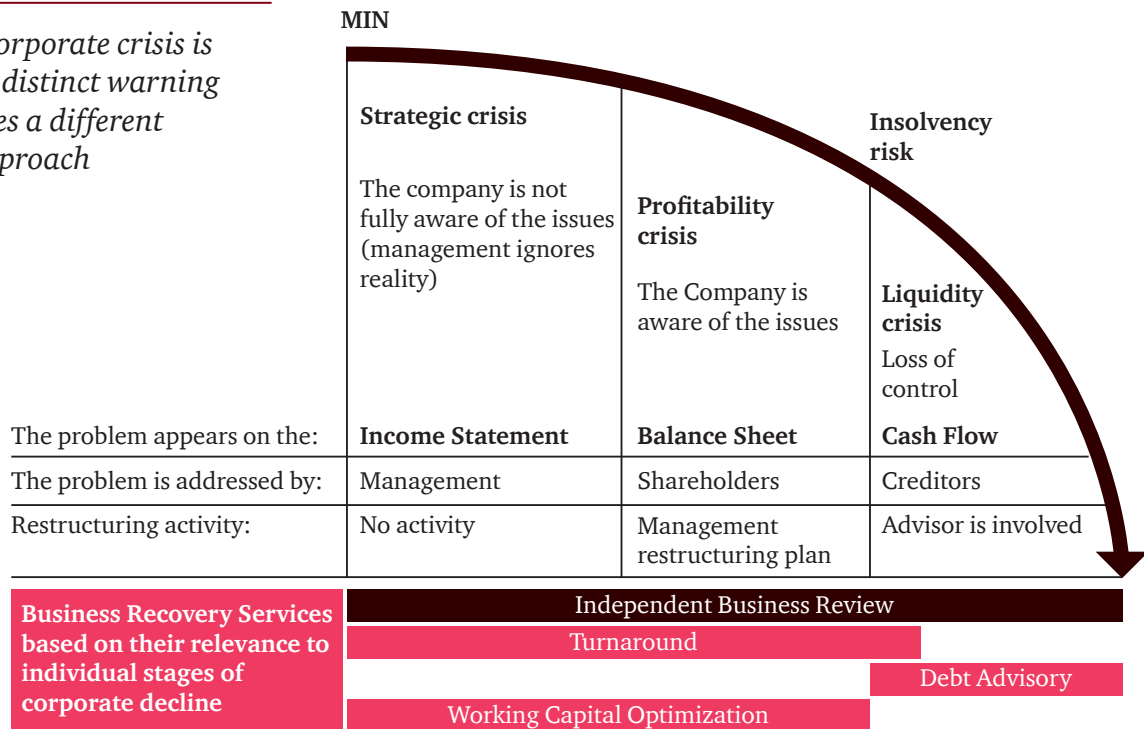
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# *Preserve the value of your business*



**pwc**

Each stage of a corporate crisis is accompanied by distinct warning signs and requires a different restructuring approach



## 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 out-of-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 previously 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 Moldova.

#### ***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.**

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# Contacts



## ***Petr Smuntý***

Partner, Head of Business  
Recovery Services, CEE  
petr.smunty@cz.pwc.com  
Tel: +420 251 141 215  
petr.smunty@cz.pwc.com



## ***Cornelia Bumbăcea***

Partner, Deals  
Tel: +4021 225 36 14  
cornelia.bumbacea@ro.pwc.com



## ***Cristian Răvășilă***

Director  
Head of Business Recovery  
Services Romania  
Tel: +4021 225 36 05  
cristian.ravasila@ro.pwc.com

