

**BUSINESS RESTRUCTURING
&
INSOLVENCY SERVICES**

MAURITZ & COMPANY
MANAGEMENT CONSULTING

2. Mauritz & Company – Brief introduction.

Mauritz & Company is an independent investment banking boutique and management consulting firm that provides creative strategic and financial advice to senior management teams, company boards and owners.

Our advice focuses on two specialist areas: M&A Advisory and Business Consulting.

M&A Advisory Services offer advice related to mergers & acquisitions of small to medium-sized companies.

Business Consulting Services focus on business development advice to companies that plan to grow, expand or enter new markets.

In all our markets, we combine local staff and experts with international professionals and specialists (with global experience) to make our clients' effort successful and efficient.



3. Business restructuring & Insolvency services.

- Cash flow problems preventing business growth?
- Struggling with debt. Non-paying customers?
- Sales and profit targets not being met?

Business can be tough at times, particularly at the moment. Credit is expensive, hard to find and, with global recession looming, businesses face many new challenges. The solution is to develop sensible, cost effective and tax efficient restructuring plans.

Cash flow and business viability are key issues and should be uppermost in your mind when considering restructuring options and strategy. Falling turnover, pressure on margins and limited cash resources require a tightening of belts and a speedy withdrawal from those business ventures that have a long lead time to profitability, or otherwise drain the business of cash. Identifying such parts of the business is usually quite easy, but downsizing or eliminating them can be extremely challenging.



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We help businesses which are underperforming, in distress, or experiencing a cash crisis to resolve strategic, operational, and financial issues. We act quickly to help you regain control. We can work with you and your stakeholders, reviewing your financial and operational structures and rapidly implementing value-rebuilding strategies such as:

- Stabilising your business by implementing tailored crisis and stakeholder management,
- Implementing effective working capital management and turnaround,
- Creating value through optimised exit from selected business areas.

Our business restructuring experts will review your business and find solutions to restructuring it. We offer added value services such as face to face consultations with your dedicated consultant ensuring you get the support you require. We will carry out a “Business Health Check” which will highlight the areas of your business that need fixing. This will result in a tailored and bespoke turnaround programme developed specifically for your business situation to get you back on track.



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What is business restructuring?

The challenge is to devise a strategy that is achievable by the restructuring team and acceptable to both the owners, creditors and other stakeholders.

Business restructuring can be achieved in a number of ways depending on the stage at which problems are recognised by those involved and whether or not there is a cash crisis.

The process usually involves a combination of one or more of the following:

- Stabilisation,
- Financial restructuring and refinancing,
- Operational turnaround.



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Restructuring Plan:

A well constructed restructuring plan allows a company to improve its cash flow situation and trade out of insolvency. This is clearly the ideal scenario and should be the focus of any initial consultation.

A good restructuring plan begins with an in-depth review of the business operations and an understanding of what drives costs, profits and cash flow. After analysing the business model and its structure you should consider the restructuring options available, taking into account relevant commercial and legal constraints effecting the business operations and its cash resource.

Restructuring a business is likely to involve the removal of financial burdens that may include the cost of premises, employees, unprofitable contracts, or loss-making subsidiary companies or operations. The legal mechanisms for dealing with these will be different in each case and may involve compromising debt through a company voluntary arrangement or via an administration, or even liquidation.



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Liquidation should always be the last resort. It involves the sale of company assets in order to settle debts and finally the closure of the business. Liquidation comes in two forms; a voluntary liquidation is brought about by the company itself and a compulsory liquidation by an order of the Court. The need for an insolvency process will depend upon whether the company, group or business requires protection from its creditors while a restructuring plan is put in place.

The main focus is to establish a restructuring plan that saves jobs, goodwill and business infrastructure, retaining value to the business wherever commercially and sensibly possible. Business restructuring can be painful, impacting upon the many stakeholders who have supported the business over the years, but this pain should be short-lived. Restructuring an operation into a viable, more streamlined and profitable business will provide opportunities for most of those stakeholders already involved; without restructuring they would get nothing.

None of this can you do alone. You need an adviser with experience and expertise in developing the most appropriate restructuring plan for a business facing either a need to downsize or financial distress. They will analyse and consider restructuring and refinancing options, with or without an insolvency process, introducing funders and investors where necessary.



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How can Mauritz & Company help?

We start with a “Business Health Check” covering all aspects of the business. From this the symptoms and causes can be split and strategic formulation begun.

We put together a restructuring team with different professional advisers and take the role as the project leader. We recommend how to use other professional advisers, such as legal, tax and accounting experts.

We can provide optimal value for corporations by disposing of or reinvesting in a non-core or under performing asset or a distressed business.

We can provide operational support, such as building a business plan that is supported by actions, including key performance indicators for short- to longer-term strategies to achieve recovery and growth.

We understand our clients’ current situation and thus we charge very reasonable fees and are willing to offer fixed fees for specific tasks.



4. Contact address.

Mauritz & Company's team of professionals has the experience and qualifications to assist you with the many issues and decisions you may face during a business restructuring process.

Don't wait until it's too late to resolve your problems. Get help now and call our business restructuring experts:

MAURITZ&CO.

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