

# FOCUS YOUR EFFORTS.... *BUILD FROM YOUR STRENGTHS*

## BUSINESS RECOVERY SERVICES

### RESTRUCTURING & TURNAROUND

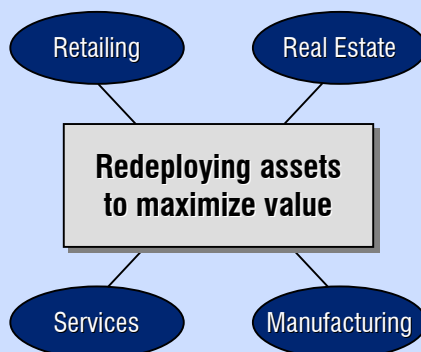
If under-performing companies are to rebuild value, they need an approach that addresses the **TOTALITY** of their problems, both in the immediate and the long-term.

**SBR'S RESTRUCTURING AND TURNAROUND STRATEGIES** are targeted at **ENHANCING VALUE** in an expedient manner. Our aim is to recover value and includes services specific to our clients needs, including:

- Strategic Assessment
- Process Improvement
- Tax Structuring
- Interim and/or Crisis Management
- Cost Realignment
- Performance Benchmarking

### ASSET WORKOUTS

Your company's under-performance may be due to a failure to **MAXIMIZE THE POTENTIAL OF YOUR ASSET BASE**. With an evaluation of the return on your current asset deployment, **SBR'S ASSET DEPLOYMENT STRATEGIES** are designed to help your company obtain a **GREATER ROI**.



### DIVESTITURES

If your intention is to **DIVEST**, SBR will advise you on ways to **MAXIMIZE** your value—We'll focus on:

- Valuation
- Timing
- Best Sell-Off Approach
- Potential Purchasers
- Tax Issues
- Public Relations
- Risk/Reward Strategies

**THE THREE "P'S" OF DIVESTITURE MATTER NOW MORE THAN EVER...**

**PREPARATION**

**PACKAGING**

**POSITION**



**Whatever degree of business recovery your company needs, SBR can meet the challenge.**

- Technical & analytical strength to determine what went wrong
- Deep industry knowledge to help you create effective solutions
- Operational skills to help you achieve your goals

### Strategic Business Resources

- Over 20 years' experience
- Through 3 business cycles
- On 4 continents
- In every major sector

*With proven expertise and professional delivery, SBR offers a full suite of services to design and implement a targeted business recovery strategy*

## SBR's Restructuring & Turnaround Teams:

- Provide hands-on assistance and stabilization when the survival of a company is threatened
- Stabilize operations
- Develop and implement action plans
- Examine root causes of underperformance and formulate solutions through operational or financial restructuring:
  - Negotiate debt re-structuring proposals with your creditors
  - Find creative capital solutions
  - Identify potential sources of external capital

### Through these measures, your business can:

- Capitalize on your synergies
- Eliminate redundancies
- Improve productivity

## SBR's Asset Workout Team Delivers Value Creation Expertise In:

- Restructuring product lines
- Cash flow optimization
- Reduction of facility and labour costs
- Benchmarking occupancy costs
- Improvement of returns on intangible assets such as enhancing licensing and royalty arrangements
- Assessing the cost/benefit of existing property leases and/or ownership of real estate:
  - Occupancy cost analysis
  - Common area, maintenance
  - Lease vs. buy analysis



## SBR Capabilities

- **INNOVATIVE** methods that push the envelope.
- **TIMELY**, often immediate responses to project needs.
- **MULTI-DEGREED** professionals.
- **MULTI-FUNCTIONAL** expertise – IT, Operations, Finance, Research, HR.
- **MULTI-SECTOR** experience – Manufacturing, Mining, Retail, Telecoms.
- **MULTI-SERVICE** delivery– Strategic Planning, BPR, Quantitative, Logistics, Training.

## IN A BUYER'S MARKET, ONLY SAVVY SELLERS WIN. SBR'S DIVESTITURE TEAM COVERS ALL THE BASES.

### Strategic Assessment

- **OBJECTIVE RESEARCH AND ANALYSIS** to identify and quantify current strengths and weaknesses, as well as anticipated opportunities and threats (i.e. SWOT analysis).
- **PRICING STRATEGIES** to deliver highest return on sale.
- **FULL CYCLE SUPPORT AND FACILITATION**, acting as a resource.
- **IMPLEMENTATION PLANNING AND CONCRETE INITIATIVES** coordinated across divisions or functions and ensuring organizational reorientation to new goals.

### Buyer Targeting

- Based upon your strategic requirements, SBR will compile a comprehensive list of potential buyers, review them with you and; **CONTACT THOSE WHO BEST MATCH YOUR SELLING INTERESTS**. Upon determining the prime candidate(s), SBR will act as an intermediary throughout the entire process to consummate the sale.

### Business Valuation

- SBR will do a thorough analysis of 'hard' (assets, liabilities, historical earnings) and 'soft' (financial projections, patents, expertise) factors to **DETERMINE FAIR MARKET VALUE** so you have a strong bargaining position when negotiations begin.

### Pre-Divestment Review

- Gives sellers a **"BUYER'S-EYE" VIEW** of the company being divested.
- Allows seller to drive through **PRICE IMPROVEMENT INCENTIVES** before the business is put up for sale.

### Negotiations Assistance

- SBR ensures that your **OBJECTIVES, NEEDS, AND STRENGTHS** are fully accounted for and defended throughout all stages of negotiations.

### Transaction Structuring

- SBR will build a disciplined, solid transaction structure based upon **COMPENSATION, MANAGEMENT CONTINUITY, LEGAL STRUCTURE, ACCOUNTING TREATMENT** and **DATA ROOM MATERIALS**. From this we'll prepare an OFFERING MEMORANDUM.

### Sell-Side Due Diligence

- **IDENTIFIES AND SCRUTINIZES THE VALUE DRIVERS** of the business to be sold.
- **FOCUSES ON A LIMITED NUMBER OF AREAS** most likely to be of prime value to prospective buyers.
- **UNCOVERS HIDDEN ASSETS** as well as potential or real exposures.

**SOLUTIONS THAT HELP YOUR BUSINESS ACHIEVE A VISION FOR THE FUTURE—AND THE KNOW-HOW TO TURN THAT VISION INTO REALITY.**