



## Company restructuring advisor & financier operating partner

Sunnymead Advisory is a specialist in complex deal & operational situations. With that expertise, it also acts in the following roles:

Company-side restructuring advisor, including when there are established advisors working for other stakeholders.

Operating partner for specialist financiers where they have a need for clear advice &/or portfolio-company intervention.

### *Sectors include*

*Public & private companies; credit funds & private equity portfolio companies; debt or equity (& in between); large & mid-market companies.*

*Retail & consumer; wholesale & distribution*

*Manufacturing & industrial*

*Services – mining, financial, health, childcare*

*Transport, warehousing & logistics*

*Technology, telecommunications, media*

### Relevant skills and experience

- ❑ Multi-skilled and 100% independent
- ❑ Core operational and financial restructuring skills but also growth and revenue focused
- ❑ Experienced in, and able to navigate the restructuring zone (including trading solvently and using safe harbour)
- ❑ Trusted by Australia's foremost restructuring lawyers & advisors
- ❑ Capital & funding solutions if required
- ❑ Clear thinking and able to cut through the noise to provide clear advice
- ❑ Able to bring in additional expertise at the right time and align other advisors with the overall strategy – eg: lawyers, interim CFOs/CEOs, brand-name restructuring &/or deal advisors, operations, communications experts

### How do we start an engagement?

In a critical situation, the engagement process needs to be simple, fast, and flexible. For example:

Often, a situation requires only about 2 – 3 days' work up front to develop a hypothesis, plan and timeline.

After these first few days, we begin taking action, while performing targeted deep dives if required.

After this first step, you will have clear advice covering:

- ❑ Hypothesis on the overall problem, challenge and solutions
- ❑ Timeline, sequence and expected costs
- ❑ Resources and skills required (legal, advisors etc)
- ❑ Feedback on leadership gaps and current management plan
- ❑ Stakeholder and engagement strategy
- ❑ Options, scenarios and risks

Our fee structure is generally an ongoing retainer or day rates. It is always flexible with no lock in clauses and can evolve to match the changing situation.

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