



Deloitte Debt & Capital Advisory – Germany

Deloitte provides a wide range of services to help clients successfully transact, raise funds, and manage capital



Options analysis

Develop and assess financing options that support the execution of the Company's strategic objectives, constraints and business drivers

- Need for additional funding
- Broaden the lender base
- Rapid growth and expansion
- Asset and off-balance financing



Refinancing and extension of debt

Assist clients in refinancing existing debt by creating a competitive environment among potential lenders, generating multiple lender proposals and advising on the terms and conditions of lender proposals

- Expiring financing agreements
- Breach (potential or actual) of financial covenants
- Short-term liquidity constraints



Term sheet/credit agreement review

Review existing proposals from capital providers and comment on potential improvements to terms and conditions

- Adjust margin grid
- Adjust covenants
- Improve security situation



Raising senior and/or junior financing

Assist corporates and PE funds in raising senior and junior debt capital (mezzanine financing, high yield bonds or private equity) for new projects, acquisitions or dividends

- Strategic acquisitions involving new investors
- Additional financing needs due to a realignment of strategic priorities



Covenant Reset

Renegotiate loan documentation with subsequent adjustment of covenants (covenant reset)

- Breach of financial covenants
- Dispense with execution of termination right (waiver letter)



Financial restructuring

Financial advisor to stressed and distressed companies in need of balance sheet restructuring. Assist in dealing with different lending groups, often with competing motivations and high levels of fatigue

- Analyze and develop financing options
- Raise equity
- Convert debt to equity
- Bank moderation

Deloitte is one of the world's leading debt advisory consultants

Independence

- We work completely independently of capital providers

Highly professional team

- Team of former corporate finance/ investment bankers
- Proven track record

Access to sources of funding

- Access to traditional bank financing and alternative lenders
- Access to leasing and factoring companies

Local expertise

- Local market/industry know-how and knowledge of local credit & capital markets

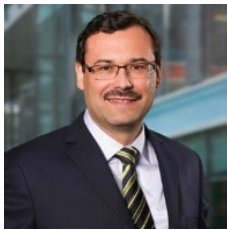
Profound market knowledge

- Our expertise covers all financing instruments and capital market financing
- Global DCA team of 200 professionals

Track record

- Deloitte DCA has advised on more than 100 transactions in the last twelve months
- Target market with debt transactions ranging from €30m up to €500m

Contacts



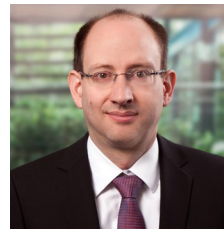
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