



## Deloitte Debt & Capital Advisory – Germany

Crises can affect companies severely in economical and financial terms. Deloitte Debt & Capital Advisory can help navigate uncertainty toward an optimal outcome

Situation	Recommended approach	How Deloitte Debt & Capital Advisory can help
<b>No short-term financing needs/ maturities</b>	<ul style="list-style-type: none"> <li>• Closely monitor the liquidity of your portfolio companies and whether drawing down revolver becomes prudent</li> <li>• Stay informed – maintain regular and open dialog with Deloitte and other advisors to best navigate this rapidly evolving crisis</li> </ul>	<ul style="list-style-type: none"> <li>• Updates on the latest economic developments and financial implications</li> <li>• Develop a strategy for taking advantage of the fast-changing market environment and potential recovery</li> </ul>
<b>Near-term maturity</b>	<ul style="list-style-type: none"> <li>• Focus on expiring loans with maturities of less than twelve months and deal with them as quickly as possible</li> <li>• Where feasible, immediately try to (i) extend loan maturities, (ii) seek bridge financing or (iii) complete full refinancing of loans</li> </ul>	<ul style="list-style-type: none"> <li>• Assist with initial interest in new financing opportunities with potential new lenders; simultaneously engage with incumbent lenders to evaluate solution</li> <li>• Assist with preparing marketing materials (teaser, financing memo, Request for Proposal)</li> <li>• Advise on debt capacity and initial thoughts on debt structuring as well as draft process for refinancing</li> </ul>
<b>Risk of covenant violation</b>	<ul style="list-style-type: none"> <li>• Actively seek open communication with your existing lenders in the near term</li> <li>• Negotiate relief for the next two covenant tests and seek a waiver</li> <li>• Engage a debt advisor – get help and leverage your capacities to gain time and flexibility</li> </ul>	<ul style="list-style-type: none"> <li>• Prepare detailed financial model and craft business case to determine whether a covenant holiday or amendment is required and to reflect on the “ask” of incumbent lenders</li> <li>• Monitor conditions to determine the right time to access a normalizing capital market</li> </ul>
<b>Liquidity crunch</b>	<ul style="list-style-type: none"> <li>• Immediately approach incumbent lenders to request covenant waiver, deferral of amortization payments and utilize undrawn revolving credit facilities</li> <li>• Assess debt capacity and related implications</li> <li>• Consult capital providers for bridge loan options and alternative financing solutions</li> <li>• Assess liquidity needs, consider utilizing revolving credit facilities and working capital-based solutions</li> </ul>	<ul style="list-style-type: none"> <li>• Immediate identification of liquidity needs based on multiple modeling scenarios incl. worst-case scenarios</li> <li>• Identify debt capacity based on market leverage and working capital dynamics</li> <li>• Evaluate alternative financing options and identify potential sources of capital</li> <li>• Facilitate process to attain execution phase without delay</li> </ul>

## 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



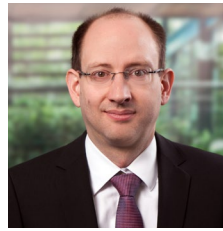
### Thomas Mazur

Partner | Financial Advisory  
Tel: +49 40 32080 4582  
thmazur@deloitte.de



### Christoph Schaller

Partner | Restructuring  
Services  
Tel: +49 69 75695 3950  
cschaller@deloitte.de



### Felix Klein

Senior Manager Financial  
Advisory | Debt Advisory  
Tel: +49 69 75695 6170  
feklein@deloitte.de

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