

COVID-19

Debt advisory

Considering how to build a sustainable strategy to weather the storm?

We are uniquely positioned to identify the right sources of financing across the spectrum of debt solutions and to assist in all key aspects of debt advisory to successfully resolve even the most complex funding situations.



Design the debt/equity structure to optimize cost/risk trade-off



Create a competitive environment among the investors



Define the best procedure to follow



Negotiate with stakeholders the terms of loan structure, covenants and repayment profile



Develop a business plan and financial projections customized for debt investors



Restructure existing obligations considering strategic debt and equity alternatives



Share our knowledge of potential financiers, their appetite and attitude to credit, pricing and structure



Provide in-depth knowledge of bank documentation and the credit committee process



Information

The fallout of the COVID-19 pandemic is affecting today's capital markets and has fundamentally changed the funding landscape for mid-market corporates as access to debt financing has become increasingly complex.

For some businesses, the pandemic has already had a detrimental effect on cash flow, requiring immediate attention, while others are at the stage where it is essential to start serious contingency planning as we face a global economic downturn.

Clearly, for most of us, it's no longer business as usual and the uncertainty makes it close to impossible to run a smooth operation. In these conditions, under-performing companies on the verge of distress must act quickly and decisively to avoid dire consequences.

BEING PROACTIVE IS KEY

Funding solutions through debt can create some breathing space, without giving up equity and ownership.

However, a proactive approach to your debt obligations and optimizing the funding structure of your business is key. By challenging your assumptions, analyzing the debt capacity of your business, providing support in modeling and thinking outside the box, we are able to identify areas for improvement, tackle execution risks and structure a funding package that best suits your strategic ambitions.

By addressing these issues as early as possible, we can work with you to create a stable platform and implement solutions to get your company back on track.

OAKLINS HELPS YOU BUILD A SUSTAINABLE STRATEGY

Focused exclusively on the mid-market, and with an 850-strong group of committed colleagues in over

45 countries, we have built strong relationships with an extensive network of contacts in banks, financial institutions and private debt funds, which we leverage for our clients.

With our in-depth knowledge of current market trends and conditions, and our extensive experience in negotiating with lenders, we are uniquely placed to advise you on the funding options available worldwide and to guarantee the best terms and structure available for your business.

Our debt advisors collaborate in full transparency with clients so you can feel safe every step of the way. Our experienced opinion is based on an impartial standpoint with the aim of helping you build a sustainable strategy and find the right institution, guiding them to see the potential of your business and eventually negotiate the terms to get your company in a good position to weather the storm and come out on top.

Contact us if you'd like to discuss your options, confidentially, with an experienced advisor.

“In current market conditions, a proactive approach and a tight grip on your financial situation is key in successfully facing uncertainty.”

OLIVER MARQUARDT
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TALK TO OUR ADVISORS