

Debt raise for a retail company

Business Situation

- Our client was mandated to devise a capital-raising strategy for a retail company and help them finance their working capital needs.
- The owner wanted to bring in outside capital to expedite the growth rate.

SGA Support

- Prepared a strategic plan from analytical insights derived from deep research on the company's business model and presented alternatives on different debt raising schemes; the company had decent assets and substantial recurring cash flows.
- Prepared a detailed investor deck communicating the strength of the company's cash flows and growth potential to potential lenders.
- Arrived at a beneficial valuation through a comprehensive financial modeling exercise with detailed debt structures.
- Assisted in drafting NDAs, contacting lenders and evaluating financing options, credit positioning, pricing updates, covenant analysis, credit memos, and investor profiles.



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