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# Business Case

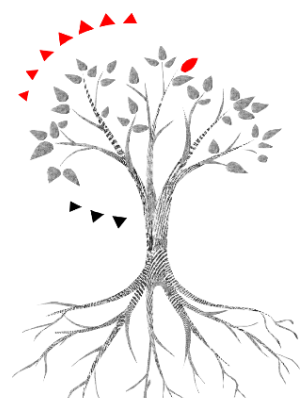
“Development of a Turnaround Concept”

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## “Development of a Turnaround Concept”

<b>Industry</b>	Wholesale
<b>Functional Practices</b>	Corporate Strategy
<b>Client Description</b>	The client can be described as an agriculture producing, processing and transportation company. The client is concerned with the provision of agricultural services, the EU-wide freight transport and trade of agricultural products and (animal) feed.
<b>Mandate</b>	The client invested approximately € 2 million in a grain warehouse with cleaning and drying assets. Unexpected circumstances caused additional costs of approximately € 400 thousand without adequate long-term funding, thus at the expense of short-term liquidity. In addition, the general economic recession within the transport industry led to a tight liquidity situation for the client. A turnaround and financing concept of the outstanding debt was requested.
<b>Methodology &amp; Achievements</b>	<ol style="list-style-type: none"><li>1. Performed analysis of the company's situation in terms of:<ol style="list-style-type: none"><li>a) <i>the legal and organizational conditions;</i></li><li>b) <i>the economic performance;</i></li><li>c) <i>the financial ratios;</i></li><li>d) <i>the available assets and the outstanding debt</i></li></ol></li><li>2. Prepared a report regarding conclusions concerning the ongoing concern of the company</li><li>3. Defined the drivers and options to secure the future of the company</li><li>4. Developed a restructuring concept according to the German restructuring standard IDW S6</li><li>5. Set up an action and monitoring plan</li><li>6. Met the goal of the turnaround of the company within six months</li></ol>



Please contact us for further information.  
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