



American Appraisal Cash Management Services

## American Appraisal can help to solve challenges that may threaten your company's value

We are the largest independent advisory firm for valuation, transaction and restructuring services.

Our professionals work from 50 offices with no agenda other than meeting your needs in implementing successful financial and operational corporate restructuring measures.

## Our Cash Management Solutions

‘Cash is King’ and in times of restricted capital markets and challenging outlooks our cash management experts help to identify and generate opportunities to release ‘excess’ cash in your organisation.

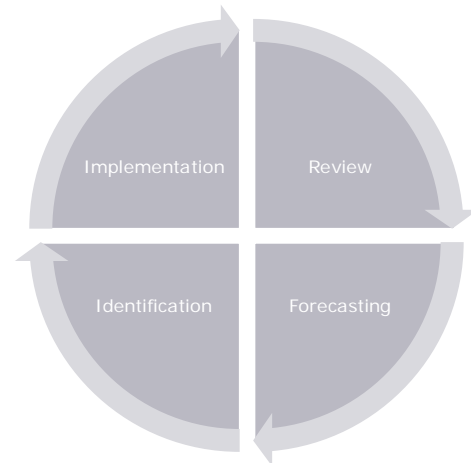
Working with management and your staff on all levels of the company we review your working capital cycle and balance sheet to help generate cash and embed a cash culture in the business.

When other advisors stop we support you with our ‘hands on capacities’ and transfer the skills to the management and employees and assist with implementing the cash generating opportunities.

In a crisis situation we support you in the stabilisation of cash flows to be able to buy time for effective negotiations with stakeholders involved.



## Our approach



### Initial review of cash position/immediate requirements

- Review the current cash balance, available headroom of the company, recent cash in- and outflows and cash related items assets and liabilities
- Analysis of the funding requirements of the company



## American Appraisal Cash Management Services

### Develop and implement a robust forecasting process

- Development and transfer of a robust cash flow forecasting process to management and key personnel
- Gaining visibility and control on the companies cash / liquidity position

### Identify generation opportunities

- Identification of short term / near term cash generation opportunities
- Taking into account your specific business model, we are looking for opportunities to enhance the cash collection across the entire business.
- Review of groups subsidiaries and issues likely to impact on cash generation
- Developing effective working capital improvements and identify and embed initiatives to free up cash in redundant assets, investments/capex plans, taxation and treasury.

### Implementation of cash generation and preservation measures

- Set out detailed implementation plans for agreed work streams
- Implementation of identified improvements in 'inventory and purchasing', 'trade debtors and creditors cycle' as well as others assets and liabilities
- Enhanced cash reporting and controls
- Skill transfer to key personnel
- Advice and support to management on effective communications with stakeholders

### Your benefits

There are several benefits of having cash forecasting & management and a dedicated contingency plan in place:

- Minimises need for new monies;
- Gain control over the company's cash flows
- Reduces likelihood of covenant breaches and reduces debt exposure;
- Strengthens the underlying business and makes lending rates competitive;
- Improves visibility and reliability of management information.
- In a crisis buys time for effective communication with stakeholders;

### Our way of working

**Small teams:** we are used to work with small experienced teams;

**Fees:** we are flexible with fees: contingent fees, success fee based;

**Hands-on, not consultancy:** we work with management and key-staff in a hands-on practical way;

**Hit the ground running:** we have the experience of numerous assignments and can quickly mitigate the practical issues.



## American Appraisal Cash Management Services

### The American Appraisal difference

American Appraisal is the leading worldwide independent valuation and transaction services firm.

Our global network of 50 offices and about 1000 professionals enables us to advise global players and leading medium sized businesses in a professional way.

Being the leading independent valuation practice across the world we offer a depth and breadth of services and experience comparable to the 'Big 4' accounting firms and investment banks.

### Our Restructuring Services

Our expertise includes providing a broad portfolio of restructuring services, when companies are underperforming, distressed or showing signs of a crisis.

Our Restructuring practice provides cash and crisis management, refinancing – balance sheet restructuring, accelerated m&a advice and operational restructuring services.

In our perception restructuring is an integral and tailor-made process in which we work alongside management, lenders and other stakeholders to provide practical restructuring actions that provide real solutions for the troubled business.

Cash Management is a practical and hands-on service solution to our clients that differentiates us in the market, while combining our specialist industry know-how and our extensive consulting service range.



As an independent specialist American Appraisal is dedicated to cutting edge expertise in valuation, transactions and restructuring.

Our clients benefit from our specialisation and premium services.

#### Your contacts for Central Europe:

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