

Project Leopard

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| Issues | <ul style="list-style-type: none">▪ A UK plc was rationalising its European operations, including options for its loss making, and cash absorbing, German logistics business.▪ The Group wanted to minimise the cost of exit, avoid any adverse publicity and limit the impact on key customers, who were also customers of the Group's ongoing business. |
| Challenge | <ul style="list-style-type: none">▪ Identify saleable business segments and assets, and wind down un-saleable segments. |
| Outcomes | <ul style="list-style-type: none">▪ Evaluated the extent to which there were saleable segments of the business and saleable assets, and provided disposal timeframes.▪ Identified the legal, practical and commercial issues that would need to be dealt with to effect the sales and wind downs.▪ Prepared a financial model to evaluate scenarios and devise a sale and closure strategy. |
| Result | <ul style="list-style-type: none">▪ Disposals were successfully achieved, and the Group exited its business at a cost well below its expectations. |
| Solutions | <ul style="list-style-type: none">▪ Distressed M&A |