



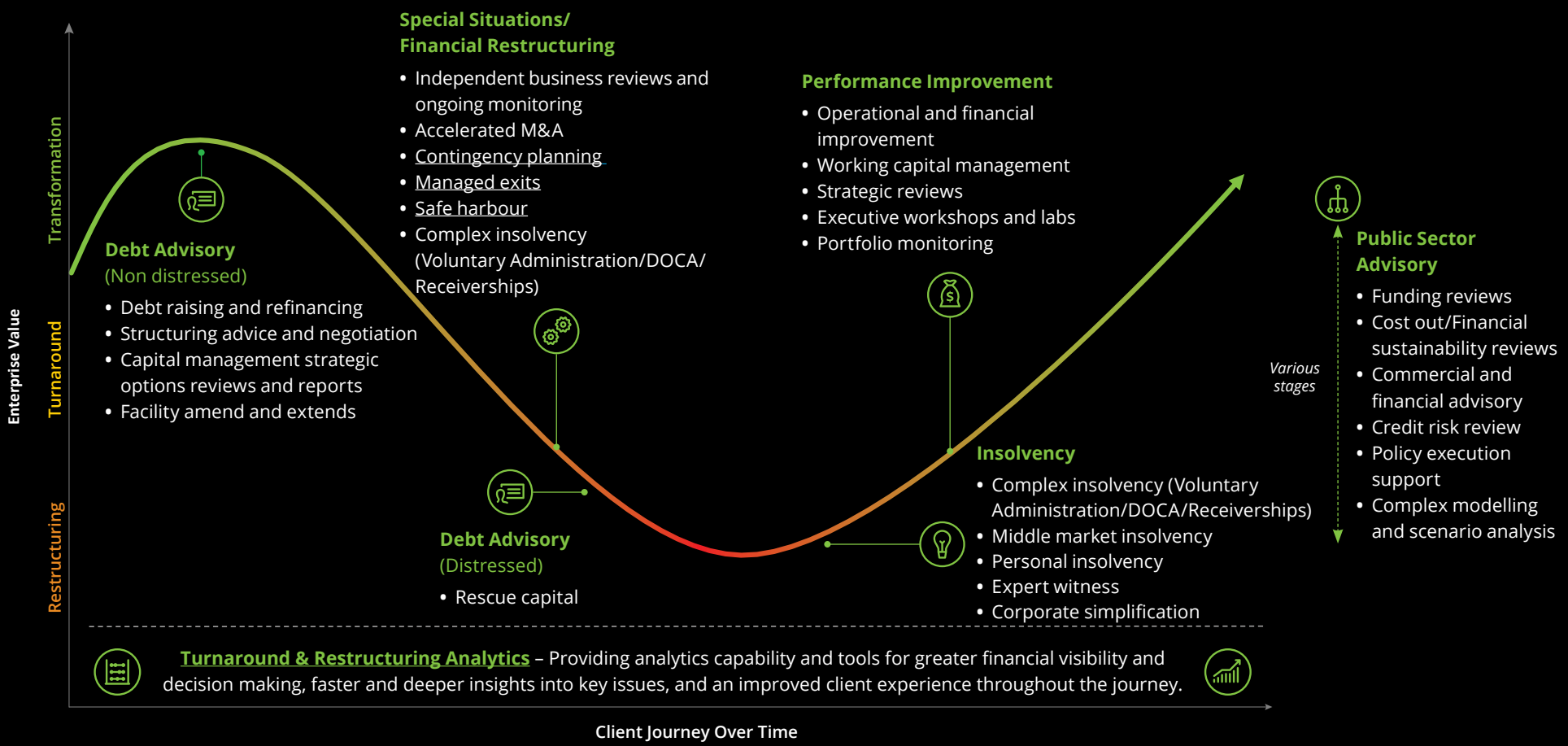
Turnaround & Restructuring

Move fast to thrive. Talk to Deloitte.

When faced with financial and operational challenges, it's critical for organisations to act swiftly, but also wisely.

Deloitte's Turnaround & Restructuring practice helps our clients to identify both issues and opportunities designed to change, reconfigure, and reshape their organisation to be better and bolder. Leveraging automated tools and technologies, experience, and capabilities, our team safeguards value, orchestrates actions and outcomes, and transforms vulnerability into resiliency and long-term success.

T&R Lifecycle | Our End-to-End Service Offering



Insolvency

In times of crisis, things don't always go to plan. Our full service insolvency offering provides solutions to navigating crises and delivering results in personal, middle market and corporate insolvency situations. We leverage our extensive experience to stabilise businesses, manage stakeholders and formulate plans to maximise returns.

Performance Improvement

Our Performance Improvement team are predicated on the rapid identification, planning, and implementation of prioritised performance improvement initiatives that will improve cash and enhance profits. We adopt a private equity mindset and draw on financial and operational experience to help companies find untapped value and improve performance.

Special Situations/ Financial Restructuring

Our Special Situations and Financial Restructuring team assists companies in stress or distress by immediately assessing their options to address underperformance and liquidity pressures. We formulate solutions that preserve and maximise stakeholder value, including refinancing, accessing alternative capital solutions, or considering managed exits or an accelerated M&A.

Public Sector Advisory

As the public service undergoes reform, government agencies must act decisively to ensure stakeholder value is protected. Our Public Sector team works with all levels of government to drive financial sustainability so that providers can rapidly deliver better services and achieve greater community outcomes.

Debt Advisory

We provide independent advice across the spectrum of debt situations, in both distressed and non-distressed situations, to help borrowers achieve optimal financing outcomes. Our team draws on Deloitte's global network of more than 200 debt advisory specialists to deliver effective solutions – making us one of the world's largest debt advisory teams within a full-service offering.

Turnaround & Restructuring Analytics

We use advanced data analytics to identify companies' critical challenges and opportunities. By combining our professional expertise with powerful analytics capabilities, we rapidly deliver more effective turnaround & restructuring solutions based on smarter insights, and embed tools into our clients to improve ongoing performance visibility and decision making.

Our Deloitte Turnaround & Restructuring team provides a truly unique and market leading end-to-end service offering. In this dynamic economic landscape, our clients are continually facing more complex and challenging situations. We provide a breadth of experience – coupled with the strong capability and analytical skills of a leading global big 4 firm – to formulate solutions, drive the best stakeholder outcomes, and help corporate and public sector clients improve and transform for the future. What truly sets us apart is our personal but professional approach to dealing with all stakeholders – always working collaboratively, demonstrating we truly understand and care, and creating positive experiences and long term advocacy.



Sal Algeri
Deloitte Global Lead
Turnaround & Restructuring

Insights from some of our people

Our role in the successful Virgin administration process helped the airline make history

“The administration of Virgin Australia was complex and challenging, but will stand the test of time as one of the great corporate rescues.

As the impacts of COVID-19 were felt across Australia, we worked tirelessly with a multitude of stakeholders to keep the airline operating, while rapidly seeking a recapitalisation or sale through the voluntary administration process. In challenging economic conditions and in just 67 days, we were able to achieve a sale outcome and work alongside the new owner as they reshaped the business into the successful airline it is today – saving thousands of jobs in the process.

Our work is a testament to the use of the administration process to successfully restructure a business and help it re-emerge stronger, more sustainable and set up for success in the future.

Richard Hughes, Queensland Leader, Turnaround & Restructuring
Co-appointed Administrator of Virgin Australia



We make an even bigger impact in the public sector by leveraging our corporate experience

“We are proud of the work we do and impact we make in the Public Sector. We continue to provide financial and commercial advice to Government to support the delivery on its policy agenda across many areas including financial sustainability, COVID recovery and managing counterparty risk.

Integral to our approach is the way we leverage our corporate experience to deliver innovative diagnostic tools and analytical solutions to assist decision making across all areas of Government.

Aaron Timoney, Partner, Public Sector Advisory



We support clients when they need it most – in stress and distress

“Our Special Situations team brings expert skills across financial restructuring, distressed debt advisory and accelerated M&A – working across the capital landscape from traditional lenders, private equity to alternate capital providers to maximise value in challenging, unpredictable and time critical situations.

We support clients when they need it most – in times of stress and distress – to understand options, align stakeholders and implement capital solutions with the future in mind.

Jacinta Nielsen, Partner, Turnaround & Restructuring – Special Situations



We pride ourselves in our role as trusted financial advisor to our clients

“As the leading independent debt and capital advisory firm in Australia, our team brings a wealth of financing and structuring experience across both private and public capital markets. Our clients value our regular perspectives on market conditions and lender attitudes, particularly in times of global disruption and crisis. As a trusted financial advisor, we help clients navigate market cycles and access the right funding more easily.

Paul Bartlett, Partner, Head of Debt & Capital Advisory



Our experience spans across the T&R lifecycle – from turnaround through to transactions and growth.

“We pride ourselves on delivering improvements and change at pace. Our practical and collaborative approach to business improvement is underpinned by strong financial and operational analysis, combined with practical hands-on implementation support to help ensure our clients ‘bank the benefits’.

We support clients across various stages across the life cycle – whether it be in rapid turnaround situations, accelerated growth or in extracting value pre or post transactions.

Luci Palaghia, National Leader, Performance Improvement



We question the status quo and use technology and data to find the best solution for our clients

“We combine deep financial and turnaround expertise with data analytics and technology to drive rapid actionable insights focused on key issues that help solve complex capital problems.

Our innovative approaches, advanced analytics capability and tools continually evolve with latest technology and enable us to create lasting solutions for our clients that improve performance visibility, financial decision making and stakeholder alignment.

Daniel Folb, Partner, Leader of Analytics and Innovation

