

# GlassRatner Services

## FINANCIAL ADVISOR TO THE DEBTOR AND COMPANY



GlassRatner has a well-established track record of challenging the conventional wisdom in distressed situations to find creative solutions that optimize value for all stakeholders. GlassRatner has extraordinary professionals with significant experience in roles such as; Chief Restructuring Officer, Financial Advisor to the Company and Debtor, and Interim C-Level Management.

Value Proposition	Value Created	Industry Experience
<ul style="list-style-type: none"> <li>▪ We are nationally recognized for achieving award-winning solutions</li> <li>▪ We are primarily business-people and know from first-hand experience how to manage a business and achieve results</li> <li>▪ In dysfunctional situations requiring a turnaround, bank workout, or chapter 11 filing, we act as the catalyst for change and clarity</li> <li>▪ Seek the setting (in or out of bankruptcy) and restructuring path - turnaround, POR, or sale - to best suit the interest of our client</li> <li>▪ Large firm experience at a boutique price</li> <li>▪ Our flexible fee structure is custom designed for each engagement to suit the needs of our clients</li> </ul>	<ul style="list-style-type: none"> <li>▪ Create time and expand options by increasing liquidity and managing cash flow</li> <li>▪ Establish credibility and trust with lenders and vendors by achieving financial projections and performance improvement milestones</li> <li>▪ Lead regular communication to all stakeholders</li> <li>▪ Fully licensed in all M&amp;A activities through our Broker-Dealer</li> <li>▪ For companies - a resolution of financial and/or operational issues without resort to the costly bankruptcy process</li> <li>▪ For debtors and crises - make full use of chapter 11 as a tool for achieving the most appropriate restructuring outcome (sale, POR, or other)</li> <li>▪ For companies - create and negotiate a realistic restructuring plan that enables the company to survive</li> <li>▪ For debtors - assist in meeting the fiduciary obligations to all parties-of-interest</li> </ul>	<p>GlassRatner experience covers a broad base of industries:</p> <ul style="list-style-type: none"> <li>▪ Aerospace</li> <li>▪ Agriculture</li> <li>▪ Automotive</li> <li>▪ Consumer Products</li> <li>▪ Distribution</li> <li>▪ Education</li> <li>▪ Energy</li> <li>▪ Entertainment &amp; Media</li> <li>▪ Financial Institution</li> <li>▪ Food &amp; Beverage</li> <li>▪ Government</li> <li>▪ Healthcare</li> <li>▪ International</li> <li>▪ Logistics/Wholesale</li> <li>▪ Manufacturing</li> <li>▪ Media</li> <li>▪ Metals &amp; Mining</li> <li>▪ Oil &amp; Gas</li> <li>▪ Printing</li> <li>▪ Professional Services</li> <li>▪ Real Estate &amp; Hospitality</li> <li>▪ Retail</li> <li>▪ Technology</li> <li>▪ Telecommunications</li> <li>▪ Transportation &amp; Logistics</li> <li>▪ Utilities</li> </ul>

# Representative Engagements

## FINANCIAL ADVISOR TO THE DEBTOR AND COMPANY



Financial Advisor to the steward of RMS *Titanic*

**CONTESSA**

Financial Advisors to a frozen foods packaging and distribution company



Financial Advisor to a quick service restaurant chain



Financial Advisors of a tank and trailer designer and manufacturer



Financial Advisor to ethanol production facility designed to produce 55 million gallons annually



Financial Advisor to a large pipe fabrication company



Financial Advisor to a chain of lighting stores



Financial Advisor to a 179-bed hospital



Financial Advisor to a subprime lessor of used cars with 5000 active accounts



Financial Advisor to specialty baked goods retailer



**ELYSIAN**  
Financial Advisor to a private equity group to negotiate a debt restructuring for the Elysian Hotel

**GRACIOUS HOME**

Financial Advisor to a home-furnishings retail store



Financial Advisor to a multi-plant chicken processing company



Financial Advisor to the largest independent restaurant in the U.S.



Financial Advisor to a Spanish-language affiliate group of 32 broadcasting stations



Financial Advisor to a large developer of single family homes in the Southeast



Financial Advisor to a plastics recycling company in Alabama



CRO and Financial Advisor to a large taxi company in Florida



Financial Advisor to a 50-location chain of convenience stores



Financial Advisor to a \$100+ million revenue internet electronics retailer

**DERECKTOR**

Financial Advisor to a 60-year-old manufacturer of custom yachts and operator of a 23-acre shipyard



Financial Advisor to a national restaurant chain



Financial Advisor to a consumer electronics manufacturer



CRO and Financial Advisor to a company that operates a 1,500 acre landfill and rock quarry