



## PORTAGE POINT PARTNERS

blue-chip capabilities for middle market stakeholders

*Performance Improvement. Turnaround & Restructuring. Interim Management. Board Services.*

### Portage Partners

#### Proven Team

Seasoned team that has advised on some of the most notable operational turnarounds and financial restructurings and invested more than \$9 billion in special situation transactions

#### Disciplined Operational Execution

Measurable track record developing and implementing value-driven performance improvement strategies across disciplines, cycles, industries and situations

#### Differentiated Strategic Insight

Diverse experience as operators, investors, lenders, advisors and board members offers roundly informed perspective facilitating stakeholder alignment

#### Deep Financial Expertise

Decades of high volume transactional experience, financial analysis and advisory to support long-term, sustainable value maximization

### Selected Service Offering

#### Performance Improvement

- Business Plan Analysis & Development
- Strategic Assessment & Planning
- Organizational Assessment
- Working Capital Optimization
- Commercial Assessment
- Operational Assessment
- Productivity Analysis
- KPI Development
- M&A Diligence
- 100-day Planning
- Value Maximization Strategies (“VMS”) Development

#### Turnaround & Restructuring

- Interim & Crisis Management Services
- Restructuring Advisory
- Financial Advisor Services
- Liquidity Management
- Collateral Assessment
- Contingency Planning
- Stakeholder Management
- Refinancing Support
- Financial Advisory
- Capital Structure Optimization
- Bankruptcy Related Services
- Non-traditional Insolvency Services
- Creditor Advisory

#### Interim Management

- CEO, CRO, CFO, CMO, COO and Other Required Roles
- Performance Improvement Services
- Turnaround & Restructuring Services
- Financial Restructuring
- Insolvency & Bankruptcy Related Services
- Interim Executive Services
- Function Management (Finance, Operations, Sales & Marketing)
- Major Initiative Management
- M&A Integration
- 100-day Implementation

#### Board Services

- Independent Board Member
- Investor Representation
- Lender Representation
- Founder Representation
- Corporate Action Management
- Restructuring Committee
- Audit Committee
- Compensation Committee
- Talent Committee
- Special Committee(s)

### Industry Recognition

Since June 2016, Portage Partners has completed more than 35 engagements and earned recognition from industry leading organizations



2017 Corporate Turnaround of the Year



2017 M&A Advisor Deal of the Year (Consumer Staples)



2019 Large Turnaround of the Year  
2018 CTP of the Year  
2018 Hall of Fame  
2017 Legend Award



2018 Top 100 Restructuring & Turnaround Professionals



2019 Outstanding Turnaround Firm



## Selected Engagements

Portage Partners has a proven track record across the performance improvement and financial restructuring spectrum



Mall-based retailer with over 300 locations

- › Performance Improvement
- › Turnaround & Restructuring



Retailer and manufacturer of sports nutrition, weight management and general health products

- › Performance Improvement
- › Turnaround & Restructuring
- › Interim Management



Leading Amazon third-party retail and search marketplace

- › Performance Improvement
- › Turnaround & Restructuring



Global Tier One automotive supplier specializing in the design, engineering and manufacturing of automotive parts

- › Financial Advisor
- › Turnaround & Restructuring



Monthly gaming and pop culture related subscription box service provider

- › Performance Improvement
- › Turnaround & Restructuring
- › Interim Management



Distributor and manufacturer of outdoor sporting goods

- › Performance Improvement
- › Turnaround & Restructuring
- › Interim Management



JIT packaging, services and supply chain management

- › Performance Improvement



Producer of branded and private label restaurant-quality barbequed meats

- › Board Services



Technology enabled premium educational content provider

- › Performance Improvement
- › Turnaround & Restructuring



Pre-revenue intelligent electric vehicle technology company

- › Creditor Services



Advertising technology company serving digital health information at point of care

- › Turnaround & Restructuring
- › Board Services



Diversified global drilling solutions provider

- › Performance Improvement
- › Turnaround & Restructuring
- › Interim Management



Safety net health system with four hospitals and 16 clinics and institutions

- › Turnaround & Restructuring



160-bed general medical Catholic hospital

- › Expert Witness



Aircraft maintenance, storage and reclamation for commercial aircraft

- › Performance Improvement
- › Turnaround & Restructuring
- › Interim Management
- › Board Services



Commercial kitchen fire prevention, protection and services provider

- › Performance Improvement
- › Turnaround & Restructuring
- › Interim Management



Global manufacturing leader in the color marketing and coating industries

- › Turnaround & Restructuring
- › Interim Management
- › Board Services



Energy company engaged in the exploration and production of oil and natural gas

- › Board Services

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