

# Business restructure and reorganisation

Business Owners Solution

**Sector:** Manufacturing and design  
**Enterprise Size:** R50m+  
**Project Duration:** 12 months

## Introduction

Our firm engaged with an established family firm in the manufacturing and design industry. The client was looking for strategic advice on how to successfully scale their business to meet the myriad challenges facing a family funded business in South Africa. The business required an objective and independent business professional who had deep expertise in raising finance and concluding transactions.

## Objective

- Consider if the business is a candidate for business rescue.
- Establish opportunity for Post-commencement finance.
- Test for financial distress in a six-month forward-looking window.

## Our approach

We performed a full business assessment that included analysis and suggestions related to operations, finance and risk environments. Our unique models have been developed based on global best practices. We make use of databases that are used in the Banking and Private Equity markets in the local markets. Our core 'Ai' ® methodology has been continuously refined. We subject this methodology to independent review and rating on an annual basis.

## Work performed

Our assessment tool enables us to understand the business owner and business better. Our assessment covers 5 core areas of every business:

1. Investment & financial performance
2. Business development, marketing and sales initiatives
3. Processes, internal capacity and compliance
4. People, teams, management and organisational development
5. Innovation, R&D and new business initiatives

We established:

1. The current health of the business
2. What you should be doing to increase revenue, reduce risk and improve profitability.
3. Improve the organisation, business value and the success of the team.

### Outcomes achieved

- Detailed business assessment
- Strategy development
- Marketing strategy and tactics
- Valuation of the business
- Transaction advice and assistance
- Budgeting
- Business modelling
- Interaction with third parties such as business incubators and accelerators.
- Raising capital.
- Decisions regarding allocation of capital.

### Client feedback

“ We highly recommend AddisonComline to business owners that are looking for strategic advice regarding a transaction or corporate restructuring process that will result in the best possible outcome for the business. Our business reached cash break-even in month 36 – a phenomenal achievement! We also moved into new premises and significantly scaled our enterprise to cope with additional demand. Strategic partnerships were entered that helped us reach scale faster than on our own. We had a seasoned business advisor work with us to understand the complexity of transactions and how the world of corporate finance works. ”

For further insights and our services or visit [www.addisoncomline.co.za](http://www.addisoncomline.co.za)

### About Addison Comline

Addison Comline provides insight, advice and direction to senior executives, business owners and shareholders with an emphasis on high-impact, value-enhancing work that is clearly understood and supported by our clients. Our services include corporate finance, legal and business-owner solutions, for example share structures, incentive structuring and succession plans. Our custom designed solutions help clients achieve their business and financial goals.

### Areas of expertise

#### Corporate finance

Providing access to funding sources, capital structuring solutions and enhancing investment decisions.

#### Legal services

Corporate & commercial legal services including contractual negotiation, drafting, vetting and management; M&A transactions; corporate structuring and corporate finance; private equity & Financial transactions; personal client estate structuring and wealth management and corporate governance.

#### Business-owner solutions and services

Advice, assistance and help for entrepreneurs and owners of business who require specialist solutions to enhance and realise sustainable value within their enterprise as well as for themselves.

### Contact details

Telephone +27 (0) 10 005 3277  
Email [info@addisoncomline.co.za](mailto:info@addisoncomline.co.za)  
Web [www.addisoncomline.co.za](http://www.addisoncomline.co.za)



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