

Restructuring and debt-financing

The challenges of restructuring and how EthosData virtual data room can help you



The Challenges of Restructuring in 2020

Businesses need to urgently resolve a stifled cash flow, large debt payments, falling margins, or extended debtor or creditor days.

Today's risk-averse lenders, liquidity constraints, and market uncertainty mean time is a scarce resource in any recovery process.

A business, and its advisors, need to outline a thorough strategy. To do this, the right documents need to be in place so they can be shared with the right stakeholders at the right time.

A restructuring process can dramatically disrupt day-to-day operations.

Failure to work swiftly can lead to a business falling into the zone of insolvency. It is never been more important for a restructuring process to run quickly and efficiently.

Four Essentials of a Restructuring Process

1. Ability to focus on strategy

Everyone needs to concentrate on the business' critical growth initiatives. Incomplete and inaccessible documentation, and ongoing requests for information, divert attention away from what matters most: stabilising the business.

2. Speedy reviews & communication

Time is of the essence in any restructuring process - whether you're recapitalising or selling distressed assets. To avoid market forces disrupting your deal, fast and flexible access to documents is key.

3. Security & protection

The flow of highly sensitive information, from bonds to stakeholder IDs, needs to be watertight. You need to know how documents are used and shared, with future litigation on post-close disclosure claims always possible.

4. Efficient multi-party engagement

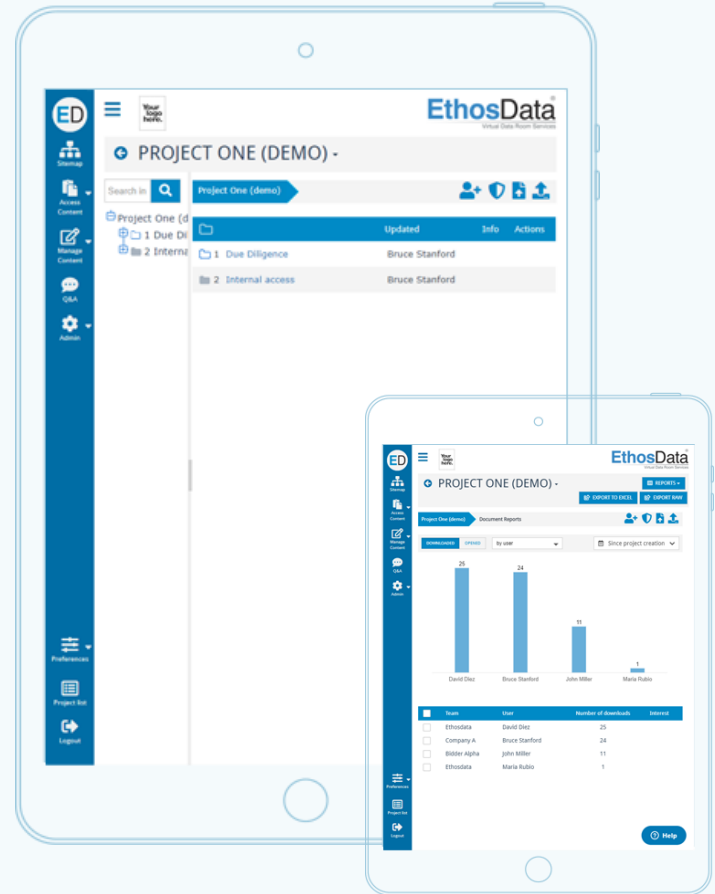
Advisors, banks, bankruptcy attorneys, court-appointed trustees... Numerous parties need to be kept up-to-date, often at different stages of the process. You need to manage creditors, track bidders, and share information with prospects in seconds.

Reduce Restructuring Complexity

You can turn around a business' fortunes far quicker if you are able to keep information and communications secure and streamlined.

This is where EthosData comes in:

- Seamlessly manage any complex restructuring process.
- Allow advisors and creditors to share strategic plans.
- Expand your lender, investor and bidder pool.
- Accelerate any due diligence process.
- Complete Section 363 sales.
- Avoid leaks and create a record of all activity.



EthosData in action:

Saving Bhushan Power & Steel Limited

In October 2017: the advisory firm BDO India came to EthosData with a problem.

Their client - Bhushan Power & Steel Limited (BPSL) - one of India's leading and most renowned steel companies, was now one of the country's most in-debt firms.

BDO was tasked with restructuring BPSL, with the Central Bureau of Investigation also accusing the company of fraud.

To navigate through this situation, BDO needed a highly secure data room and service to track all activity, attract bidders, and simplify the restructuring process.

Fast forward to 2020, JSW Steel (one of the fastest growing companies in India with a footprint in over 140 countries) was able to acquire BPSL for \$2.7 billion.

How EthosData streamlined BPSL's restructuring process

Within a week of contacting EthosData, BBO's data room was up and running and the process was underway.

EthosData managed the whole project – from the initial document uploads through to the final acquisition in 2020.

Provided BDO and all parties with 24/7 support to ensure a complex process was made simple.

Assigned user permissions to keep security watertight and save BDO hours of hassle.

Generated reports and audits to make defending against legal challenges more seamless.

The result

With EthosData, BDO was able to:

Run a completely secure deal

All documents were watermarked with a user's IP address and email ID, and all data room activity was tracked.

Slash costs (travelling and legal)

All parties (including regulators, creditors, and the National Company Law Appellate Tribunal) were able to access and review critical information.

Secure a deal

BDO could share sensitive information with two bidders: Tata Steel and JSW Steel. With 24/7 support from EthosData, JSW Steel acquired BPSL in February 2020.

★★★★★ for Customer Support

"The data room was easy to use with all the features and functionalities we needed".

Associate at BDO

★★★★★ for Data Room Features and Functionality

"EthosData was easy to use and the customer support was first-class. Very good value for money."

Assistant Manager at JSW Steel

Experience the EthosData difference



Security

Stay protected.
Prevent risks



Results

Save businesses
quicker



Efficiency

Speed up the
process. Focus on
strategy

Data Room Engine

Start your process instantly

Your project doesn't wait, neither your data room

- ✓ Get up and running in 5 minutes with EthosData
- ✓ Drag and drop for bulk uploads and download
- ✓ Bring order to documents with our auto-numerical indexing feature
- ✓ Share documents with multiple parties at different states

Worry about
strategy

Not data rooms

- ✓ Our team of DataRoom Specialists are available 24/7
- ✓ They take care of uploading, listing and managing your files
- ✓ They help you create complex index structures and monitor user IDs
- ✓ Stay alerts to new information uploads with real-time notifications
- ✓ Get relevant help with your contextual problem-solving widget

Prevent leaks and stay protected

Avoid potential legal troubles

- ✓ All information is safe and secure – EthosData has SOC and ISO certificates
- ✓ Control who can view, print, and save documents for a controlled business split
- ✓ “Virtually shred” documents after they have been accessed
- ✓ Advanced reporting dashboard
- ✓ Track how documents are shared and viewed
- ✓ Create internal folder, and external shared folders for creditors
- ✓ Monitor the movements of all bidders with activity reports
- ✓ Protect the files and prevent any misuse
- ✓ Future-proof yourself against litigation challenges with clear audit trails

Save businesses quicker

- ✓ Collaborate effectively with a recorded, encrypted, and categorised Q&A
- ✓ Increase bidder interest by emailing prospects in seconds – send protected files via simple link
- ✓ Speed up buyer review with a powerful search tool for document names and content
- ✓ Compartmentalize assets for more efficient reviews and sales

You focus on your deal. We focus on your documents.

Want to talk about your next deal?

Talk To Us Today