

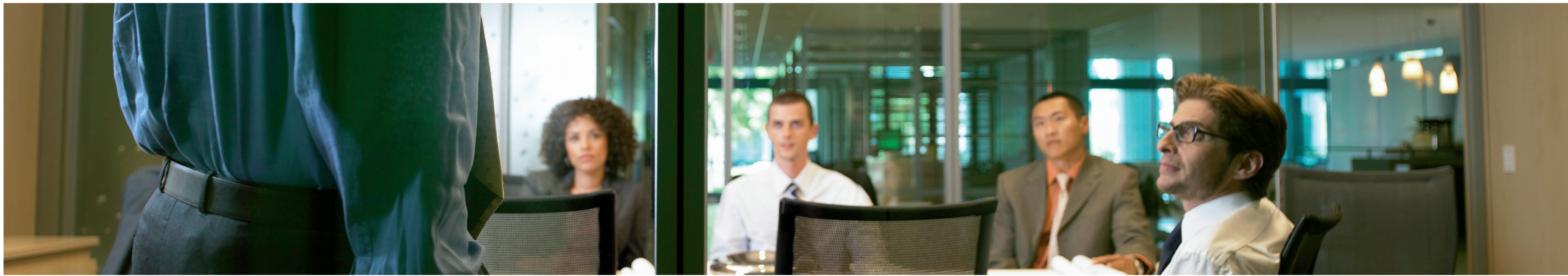
PwC Distressed Debt Services – when experience counts!

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# Unlocking the value

Distressed debt services





*“The global nature of the distressed debt market calls for advisors with international perspective and local capability.”*

*PwC’s team has the deep relationships, established process and specific NPL expertise to guide you to a successful sale result.*

### Global distressed debt services

The distressed debt market provides opportunities for global investors to buy various forms of debt from large financial institutions and corporations.

Situations arise where banks and other institutions have a financial or regulatory need to dispose of loan portfolios, particularly if they are non-performing, or to dispose of real estate or receivables.

An institution might also be looking to change its business focus, free up resources or improve its position in the market.

This is where the investor comes in – whether the investor is an investment bank, financial institution, distressed debt fund, or someone in between. They may be looking for a quick return through on-selling the debt, liquifying an asset class, entering a new market or diversifying their asset base. Whatever the aim, PwC’s distressed debt services can help achieve it.

However, these transactions are far from straightforward. The distressed debt market is a complex, specialised asset class, involving a minefield of tax, valuation and legal issues.

It is an area of financial dealing that demands a high degree of professional expertise and experience, at both a local and an international level. This is where we – PwC’s Distressed Debt Group – step in.

### Here to help

The Distressed Debt Group, assisted by our global network of local PwC offices, plays a key strategic role in assisting our clients in both selling and buying distressed debt worldwide. We build relationships between investors and sellers – and leverage them when it’s needed. We provide contacts and facilitate important access to key players. We are uniquely positioned through our extensive relationships with the pool of global investors, to ensure any deal is marketed to the widest possible audience of buyers.

By working for both investors and sellers, we have the expertise and experience to manage sales from beginning to end.

For sellers, we evaluate loans and other debt and advise which portfolios should be disposed of and which ones should be kept. We can also assist in the optimal packaging of the portfolios in readiness for sale.

For investors, we review and evaluate loan and receivables portfolios. We advise you and offer guidance throughout the deal, including all the financial and regulatory implications.

When looking at taking an equity position in a financial institution, we can also project manage financial and banking due diligence teams, backed by our full suite of services (including tax, risk management, human resource management etc).

### How you benefit

#### International experience, local knowledge

We have PwC’s global network of market contacts at our disposal in ensuring our service achieves the best results for our clients – sellers and investors alike.

If you need market information or an update on buying and selling activity, our international team of experienced senior partners and directors can easily access what you need.

We save you valuable time and effort looking for and training advisors. Our team understands your requirements and concerns, and is able to connect you to the most appropriate members in our local service groups to advise and assist you.

#### Single point of contact

We assign a senior member of the Distressed Debt Group, who becomes your single point of contact, irrespective of where the deal is happening.

This is your “go-to” person who intimately understands your needs, the way you work and your goals. They are responsible for making sure everything runs smoothly.

### Tailored solutions

One of our key strengths is our ability to offer a full service solution – from identifying and exploring markets to advising on transactions and assisting you to service portfolios once deals are completed.

But we also recognise that each investor is different. We understand you have your own specific requirements, objectives and constraints.

We adopt a flexible service approach according to your needs, whether they’re the same for every market or vary from one place to another.

### Proven track record

For more than a decade, we have successfully advised international institutions and large financial players looking to buy and sell distressed debt.

We’ve been there, done that – a proven track record counts when the unexpected happens.

Our teams have gained deep levels of experience and built broad expertise. This ranges from legal advice, value estimation and transaction preparation to closing deals and advising on tax and accounting matters.

With PwC, you also know what you’re getting. No matter where in the world the deal is taking place, we deliver a consistent service, using our proven tools and methodologies that do the job time and again.

### Unlocking value

The sale of distressed debt presents both opportunities and challenges. But it is critical to understand the complexities of the market. At PwC, with our global expertise, we do.

There are no shortcuts here. It is only through our approach, experience and relationships that we’ve learnt how to unlock the hidden value in distressed debt – with great success.

### Global experience

Over the past twelve years, our distressed debt services team has managed more than 250 different distressed debt/loan review assignments in 25 countries.

Among other projects, we have managed more than:

- 50 sell-sides
- 100 buy-sides
- 20 non-performing loan servicing projects
- 50 combined bank portfolios
- 30 specific tax advisory/structuring projects.

Overall, we have acted for more than 30 international clients, including US and UK-based hedge funds and large global banks, 60 local players and various government agencies, as well as the World Bank and the Asian Development Bank.

*“We had an excellent experience with PwC in Brazil, it was a new process to everyone involved and despite all the obstacles, the final outcome was an outstanding job.”*

Cristiana Ferraz, Head of Financial Restructuring and Recovery, Banco ABN AMRO Real SA.