

Transaction Advisory Services: Debt Capital Markets

Our professionals have the expertise, experience and resources to assist you throughout your investment lifecycle.

With more than 25 years of experience in the Asia Pacific region, FTI Consulting delivers the highest quality financial, operational, transactional and advisory support to our clients, and can offer mergers and acquisitions advice and capital solutions across the investment lifecycle.

Debt Capital Markets: Value-Added Service

We work with our corporate clients to originate and execute capital markets transactions across Asia.

Our team has the experience and a proven track record in devising innovative structures that work for our corporate clients and our institutional investor base, both in Asia and internationally.

Our clients include mid-cap public and private companies looking to raise capital for particular projects, new ventures or out of stressed (or distressed) situations whereby a capital raise can provide immediate liquidity relief and aid in negotiations. Frequently these are structures that banks tend to have limited abilities to lend into.

We can develop innovative structures that are customised to fit the needs of the company and the requirements of the investor. Securities include mezzanine loans, share backed financings and hybrid securities including convertible and exchangeable bonds.

Our team has experience across a variety of sectors including:

- natural resources — coal, gold, iron ore, oil and gas, and coal technology
- commercial real estate in Indonesia and Singapore
- residential real estate in Indonesia, Singapore, Thailand and Vietnam, including stressed
- luxury hotels
- infrastructure in Indonesia
- agriculture in Australia and Indonesia
- casino and gaming

Transaction Execution

The Asia Pacific region is full of opportunities and there is plentiful capital to be deployed across the region. However, to tap into this pool of liquidity requires working with an experienced local partner that has a global reach.

With 15 offices in Asia, comprising five in Australia, four in mainland China, two in India, and in Jakarta, Manila, Singapore and Tokyo, FTI Consulting has the local experience, knowledge and understanding to help businesses access regional and international capital.

Our detailed capabilities include:

- valuation services
- coordinating and managing due diligence
- optimal legal, tax structuring
- documentation
- transaction execution

Valuation Services

For public and private companies alike, our professionals have served in a variety of industries and performed valuations for numerous purposes, including fair market value and fairness opinions, purchase price allocations, impairment testing, dispute resolution, transaction analysis and pricing, and restructuring.

Asset Management/Servicing

FTI Consulting has extensive experience in providing asset management and servicing of distressed portfolios, including debt, equity and various asset classes. Our team is made up of individuals from a diverse range of backgrounds — including financial analysts, lawyers, bankers and property specialists — all of who have a keen understanding of the market. This means our strategic analysis and asset resolution findings are more comprehensive, pragmatic and effective.

Value Added Due Diligence

In Asia Pacific, too much due diligence is conducted as a high-level audit, where junior auditors simply perform a ‘tick the box’ exercise off a checklist, rather than think about the business, commercial and qualitative issues. Value-added due diligence performed by FTI Consulting not only involves careful examination of the basic financial information included in balance sheets, income statements and cash flow reports, it goes beyond this and cautiously evaluates operational, structural and management issues that may impact a transaction. It goes behind the numbers presented in financial statements to assess whether revenue is sustainable or not, whether earnings can be maintained or not, whether commercial agreements have value or have hidden pitfalls, and, very importantly, highlights the key local, political and cultural aspects of a company and its industry. Value-added due diligence also assesses integration and post-acquisition issues, considers the investment exit during entry and addresses business alignment strategies.



For more information on our activities across Asia Pacific and how FTI Consulting can help your business, please contact us on info-ap@fticonsulting.com

EXPERTS WITH IMPACT

About FTI Consulting

FTI Consulting is an independent global business advisory firm dedicated to helping organisations manage change, mitigate risk and resolve disputes: financial, legal, operational, political & regulatory, reputational and transactional. FTI Consulting professionals, located in all major business centres throughout the world, work closely with clients to anticipate, illuminate and overcome complex business challenges and opportunities. Connect with us on Twitter (@FTIConsulting), Facebook and LinkedIn.

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