

# Solution spotlight

## Negotiating capital structures



With many businesses looking into optimise capital structures, borrowing costs, terms and covenants are all under the spotlight. When raising or re-structuring debt, businesses must have comprehensive business plans before approaching existing or potential lenders. Business plans give a range of stakeholders a clear understanding of a business' current operations, its strategy and plans for the future – and illustrate how new lending might improve overall performance.

Keypoint's proprietary business plans – based on global leading practice – help clients to:

- Highlight key market factors and drivers
- Describe company strategy
- Showcase business and operating models
- Set risk management and mitigation plans
- Analyse outcomes of a range of scenarios

Our management consulting team develops bespoke business plans that are tailored to client-specific needs and which can be used when negotiating, raising or re-structuring debt.

These bespoke business plans help key decision makers – and other stakeholders – assess:

- Current debt, if any
- Optimal capital structures
- Alternative financial options
- Valuations or collateral
- Debt terms and financial covenants
- Optimal performance and cash-flow

For more information on how our business plans can support your negotiations with banks, please contact us.



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key market  
factors & drivers



**Describe**  
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**Showcase**  
business &  
operating models



**Set**  
risk management  
& mitigation plans



**Analyse**  
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