

FENWICK

Research & Consulting, LLC

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The Printing Company

Our client was required to foreclose on a commercial printing company after the borrowers refused to come to terms on a forbearance agreement.

Fenwick was brought in to find a buyer for the business or sell the note which had been heavily discounted. Within two weeks of starting the process, Fenwick brought in a Private Equity firm who quickly assessed the business and the assets secured by the note. Fenwick lead the negotiations between the bank and the P/E firm which resulted in the sale of the note in less than three weeks from start to finish.

Within a week from being notified by the P/E firm that they were the new lender, the printing company filed for bankruptcy. While the P/E firm was capable of pursuing the borrowers, the bank recognized that they were not.

Without Fenwick's help, the bank would have lost substantially all security in the assets and have been tied up in the legal process for several years. Our clients were very satisfied with the results knowing that the alternative was very expensive from both a time and cost perspective.

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Workout & Restructuring

Whether it is a larger portfolio of Auto Leases or a Single Commercial Real Estate loan, the experts at Fenwick have the experience to chart the best course of action for your distressed assets. We will quickly analyze even the smallest portfolio and determine what action to take. We consider market conditions, location, cost and collateral to bring a quick conclusion to most situations. Considerations include:

- Is the asset worth saving?
- Is the client able to adjust to the proposed plan?
- Is there a market for the asset if it is taken back?
- Is there a complete analysis of the value?
- Will the client survive without the asset?

Let the experts at Fenwick help you quickly determine your best solution and assist your company in managing these assets.