

## Short and medium term financing, liquidity and liability management strategies

Debt markets have not been immune to the volatility. Many institutions are not fully staffed or acting responsively to client' needs. Global investment banks have instituted restrictive policies on new deals and underwriting. Many fund investors are more focused on managing existing portfolios versus looking to deploy new capital and, of course, yields across the board are higher than a mere four weeks ago. In Asia, the problem is more acute as there is a lack of depth in the financial advisory and alternative capital space.

At Zerobridge, we have been busy helping clients understand what this means for their short and medium term financing, liquidity and liability management strategies. Our key messages are:

- Engage with banks and lenders early. Don't wait – the line for help is only getting longer
- Focus on amending and extending existing facilities – proactively reach out to existing lenders with well thought out solutions
- Don't lose control of the process, keep your discussions with the relationship team who know you best
- Resolve issues before lenders put you on a watch list which can reduce credit lines and move you to the restructuring group
- Keep bank lines, trade finance facilities, loan facilities and other liquidity available
- Start working now on refinancing upcoming debt maturities over the next 12 months so that you are ready when the financing markets open up
- Start dialogue with new capital providers so that you have multiple options if you need liquidity – funding options remain available!
- Don't go in alone. Work with highly experienced Advisors who have experience in negotiating with lenders

Companies need to keep focus on the end goal of getting their business back on its feet, avoid extreme outcomes such as bankruptcy or emergency equity raises at depressed valuations. The key is to survive the short-term volatility and be ready to come out strong when the economy re-bounds, as it always does.

### Zerobridge

Zerobridge is a debt advisory firm focusing on debt restructuring, lender negotiations and raising new debt and other types of private capital for companies in Asia-Pacific. We come with deep investment banking experience and a strong track record across multiple credit cycles in Asia.

If you need help or even just real time updates on the market situation, please reach out and speak to us. Our senior team has valuable experience navigating multiple credit cycles in Asia and are here to support them during this time. We can quickly health-check your business and capital structure and look for solutions from liability management to raising new capital – quickly and efficiently

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