

# ***Global Treasury Services, LLC.***

Treasury Solutions and  
Interim Management Support

# Global Treasury Services, LLC

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## Objective:

*Provide critical treasury support, taking actions to enhance shareholder value and provide a viable platform to assist in the success of the business and minimize risk*

# Experience

- **GTS brings to the assignment a seasoned professional, with experience from several LBO's and spin-offs, in multinational's, in varied industries. GTS has the necessary expertise acquired in those situations to ascertain what is needed and structure the solution. GTS can insert itself into the portfolio investment in fairly short notice, implement the necessary processes and then transition out, leaving the portfolio company with the necessary skill and processes.**

# Experience

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1. Reduced global excess cash from \$25MM to \$7.5MM through tighter liquidity management, using the excess cash to reduce Highly Leverage Transaction (HLT) bank debt and save \$1.5MM in interest expense annually (Duracell).
2. Established Foreign Exchange (FX) process, avoiding a \$10MM a P&L charge (Bush Boake Allen).
3. Re-engineered Accounts Receivable (A/R) and Accounts Payable (A/P) process, generating \$56MM in cash to avoid covenant default (World Kitchen Inc.).

# Liquidity Management

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- Identify and map out global cash and liquidity
- Centralize control of liquidity resources
- Coordinate liquidity activities
- Establish liquidity forecast process, tracking actuals versus forecast
- Coordinate with tax to maximize liquidity activities
- Increase oversight
- Evaluate global bank resources
- Establish uniform policies and procedures

# FX Exposure Management

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- Identify and map out FX exposures
- Understand the types of exposures
- Establish monthly FX exposure forecast process
- Establish uniform booking and tracking of FX gains and losses
- Seek out natural hedging processes
- Create netting platform if possible
- Establish oversight process and procedure to ensure any hedging activity is fully vetted and transparent to management

# Working Capital

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- Review A/R and A/P positions
- Evaluate current processes
- Establish coordination between A/R, treasury, A/P, sales and purchasing
- Create tracking process
- Distribute uniform policies and procedures
- Communicate a common message

# Other Areas

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- Evaluate current resources; assist in recruiting
- Covenant tracking and compliance certificate process
- Import/Export functions
- Bank services evaluation – merchant card services, Amex programs, leasing
- D&B reporting
- Advisory role
- Due diligence, either pre-deal or post-closing
- Policies & Procedure Manual reviews
- Sovereign risk evaluation

# Sample Clients

- **American Industrial Partners – establishing treasury dept functions in carve-outs (Brooks Instrument, Fleetwood, Celerity)**
- **Andlinger & Co. – supporting CFO of Lapp Insulators since 10/06 with FX, China, and Mexico**
- **HSBC Capital – working capital and US cash management issues at Sentient Flight**
- **KPS Capital Partners – establishing treasury dept functions in carve-outs (Ashcroft) and asset purchase (Waterford Wedgwood), China Senior Secured Facility (WireRope).**

# Sample Clients

- **Nova Capital – FX review, including RMB exposures (QSA in Hong Kong and the US)**
- **Wicks Group – C\$ hedging program (Penn Foster)**
- **Platinum Equity – FX exposure due diligence and treasury resources review (Textron Fastener)**
- **Maritime Group – project finance assignment working with the IADB, World Bank and Caribbean Development Bank**
- **RFE Investment Partners – China based banking and holding company structure (Xtech)**

# Sample Clients

- **Welsh Carson Anderson & Stowe – assisted in establishing Canadian branch operation along with banking and carried out treasury review of a portfolio company**
- **Audax Group – FX review of Canadian portfolio company**
- **Morgenthaler – treasury due diligence of acquisition target, with emphasis on India based subsidiary**

# Global Treasury Services, LLC

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James M. Brannick

Jim Brannick is a senior treasury executive experienced in LBO's from two KKR and one CD&R investments and, for the last six years, consulting to private equity sponsors. He has expertise in financing, both domestic and international; foreign exchange, including exotics; and in cash, credit, financial risk and insurance risk management. Jim's international exposure was derived from experience in Asia, Europe, the Americas, Africa and Australasia

# Contact Details

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