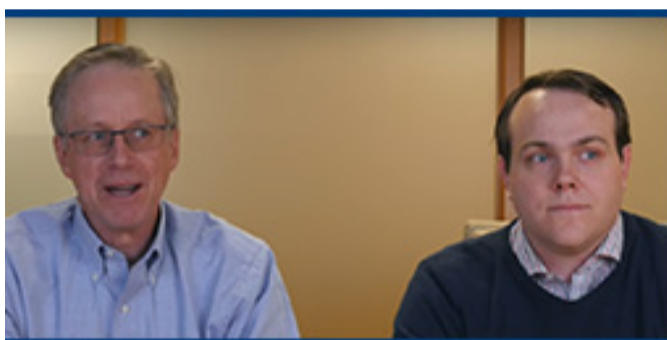


Insights for Driving Success

In episode 12 of *Insights for Driving Success*, we explore a multifaceted engagement in which Carl Marks Advisors served as financial advisor to a sponsor-backed lifestyle consumer products brand with global sales and local operations in nine countries.

Complex International Out of Court Debt for Equity Exchange



WATCH VIDEO



In this video, Partner Marc Pfefferle and Managing Director Jonathan Killion explain a recent deal with a leading consumer products brand facing decreasing revenue, EBITDA and cash flow fueled by the broad decline of a business sector. Watch this short video to see how the Carl Marks Advisors team worked together with key stakeholders to negotiate an out of court restructuring and a long-range restructuring plan – all while managing the company’s liquidity and navigating the tax complexities of a global business with debt and intellectual property held in multiple countries.

Working closely with counsel and global tax advisors, a complex out of court restructuring was achieved which provided the resources for the company to retain its global category leadership with the support of all key constituents.

You may also be interested in this additional video highlighting a Carl Marks Advisors successful restructuring engagement:

- [Successful Recovery Following Balance Sheet Restructuring](#)

To view more videos highlighting Carl Marks Advisors expertise in other industries visit our [website](#) or subscribe to our [YouTube channel](#).

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