

Corporate Finance

Your financing structure: bottleneck, or backbone of the organisation?

Below is a brief overview of the steps that can be taken when optimising your financing structure. Naturally, a cooperation with ICC can be built up step by step.

Approach **Strategic, top-down approach**

Your financing structure should, naturally, facilitate your company strategy and business model, but what are your priorities: the lowest costs, or the continuity of your company in the long run? Or would you like the most ample, flexible credit facility? Essential questions that first have to be answered before a tailor-made financing solution can be formulated.

Financing **Determining which sort of financing solutions you prefer**

ICC investigates and presents the various financing possibilities available to your company, including the terms and conditions that would be obtainable for your company in today's market. ICC has the same quantitative and qualitative know-how as the banks in this area.

Request for Proposal **Formulating a Request for Proposal**

ICC summarises the preferred scenario in a Request for Proposal and assists you in approaching banks to finally obtain a committed proposal. This way we create a level playing-field, and you can approach the banks in their language and determine the framework of the desired financing structure yourself.

Negotiation **Negotiation and implementation**

The best results are achieved if ICC assists you in all negotiations with the banks and the assessment of documentation, and advises you up to the final signature.

Result **Optimal result**

This proactive approach leads to 1) a greater willingness on the part of banks to extend credit and 2) to financing that perfectly fits with your strategy and future financing requirements on the best possible conditions in the market at the time.

Tip **Good to know...**

ICC's financing specialists also have extensive experience in raising equity and mezzanine capital for acquisition and growth financing, leasing, project & property financing, sale and lease back of various assets (such as property), restructuring of the liability side of your balance sheet and supervision of MBOs and MBIs.