

WE HELP CPG FOUNDERS AND BUSINESS OWNERS CONQUER CASH CHALLENGES AND SLAY VALUE

At NP CAPITAL ADVISORS, we specialize in helping CPG Founders and Business Owners address cash flow challenges and enhance value via a variety of strategies and tactics that include reduction of liabilities and streamlining cap tables. We do this through aggressive and creative financial restructuring, improving cash flow dynamics, reducing liabilities, and a viable capital raising/M&A strategy. Our approach is uniquely designed to maximize value for the Business Owner. We utilize our personal experience in building businesses and the interplay of Operations, Finance, and Law to craft effective solutions to complex challenges. Our primary goal is to preserve and enhance the value of our clients' hard work and sweat equity.

SERVICES

CAP TABLE RESTRUCTURING

Simplify and Restructure to Make Attractive for New Capital

BALANCE SHEET and P&L

Reducing Burn Rates and Restructuring and Reducing Outstanding Liabilities

INVESTOR and CREDITOR

Leading Strategy and Negotiations with Equity and/or Debt Holders and Navigating Personal Guarantees

CASH FLOW IMPROVEMENT

Forecasting, Improving Cash Conversion Cycle, Modeling, and Management

FINANCIAL MODELING

Modeling, Forecasting, and What-If analysis

SUPPLY CHAIN and VENDOR NEGOTIATIONS

Improve Profitability and Cash Conversion Cycle and Reduce Working Capital

MERGERS & ACQUISITIONS

M&A, Capital Raise, and Consolidations Negotiation and Strategy

ORDERLY WIND-DOWNS

Managing Business and Asset Divestures and Maximizing Value in Dissolution

“Cash Flow challenges are the true killer of businesses...”

We are a success and performance driven model with the majority of compensation being directly tied to our results. We will work with cash-strapped companies in a way that is both fast, cost effective, and constructive for all parties.

NPCA is organized across three pillars of business giving us flexibility to partner with our clients on their specific operational or capital needs

Lines of Business:

- 1 Advisory:** Our business is primarily advisory focused, partnering with clients to find the optimal solution to their liquidity challenges with the Business Owners in mind
- 2 Direct Investing:** In certain situations, we can provide capital and invest directly with our network of private investors
- 3 Operating Portfolio:** We have a Brand platform for partnering and operating Brands/Companies. We also have a deep network of Operating Executives who can step in and turnaround challenging situations



"We have aggressive, creative, and lower cost rapid solutions to liquidity challenges that keep control of the process in your hands."

WE HAVE LIVED THE CHALLENGES

Our Founder and Team has been on all three sides of the equation personally:

- 1 Financial** – Investment Banking, Capital Raising, M&A, Operating
- 2 Restructuring / Legal** – Direct experience restructuring multiple companies and a strong understanding of the legal process. We use our legal expertise to our advantage while keeping your legal bills low
- 3 Operational / Brand Builder** – Have built, operated, and exited Brands/Companies...we have lived through the pain points and the successes