

DATE

December 17, 2014

SECTORS

Consumer, Leisure & Retail

DEAL TYPE

Debt Advisory & Restructuring

DEAL LOCATIONS



DC Advisory acted as sole financial advisor to Famosa



Background

- Founded in 1957, Famosa is the premiere Spanish toy manufacturer, leading the industry in Spain and Portugal, with a major presence in more than 50 countries, including France, Italy, Mexico, and the USA

Process

- DC Advisory (DC) was mandated as sole financial advisor of Famosa to run a process to raise debt facilities.
- A highly competitive process was undertaken, with 3 different alternatives (Unitranche, Senior Debt and Hybrid structure) to deliver the best solution for Famosa and its shareholders
- Based on a deep understanding of the business and Famosa / Shareholders' objectives, and the alternative structures, our role included:
 - assisting on financial modelling, preparation of marketing materials and due diligences (financial, legal and commercial) coordination
 - managing the process with term debt and working capital debt providers
 - Term Sheet negotiation with incumbent and potential new lenders
 - SFA negotiation with final lenders

Outcome

- The process was successfully completed, achieving a hybrid structure including, a 5-year amortising term loan, a 6-year bullet term loan, a revolving credit facility and long-term off-balance working capital facilities

- The final debt structure met all the goals initially identified by Famosa extend maturities and minimize amortizations;
 - provide long term sufficient capacity and flexibility to drive future growth and accommodate seasonality; and
 - secure long term working capital financing as same Spanish lenders are present through all capital structure