

Retail Funding Advisory Services

Retail executives are seeking fundamental changes in order to evolve and revolutionise their businesses. Successful transformations are often fuelled by unlocking capital from existing or new sources.

HOW WE MAKE A DIFFERENCE

Deep expertise in retail and consumer

Our experts have worked in retail businesses as both executives and advisors, and combine unparalleled expertise and industry knowledge.

Trusted global advisor

With professionals and offices in 33 countries, we offer diverse expertise and exceptional credentials in serving retail clients.

Global network of investors

Our funding solutions are enabled by FTI Consulting having a global network of co-advisors, industry leaders and investors to draw upon.

Financial strength

We ensure companies approach funding solutions with a clear pathway to generating strong financial results and healthy returns on invested capital.

Hands-on execution

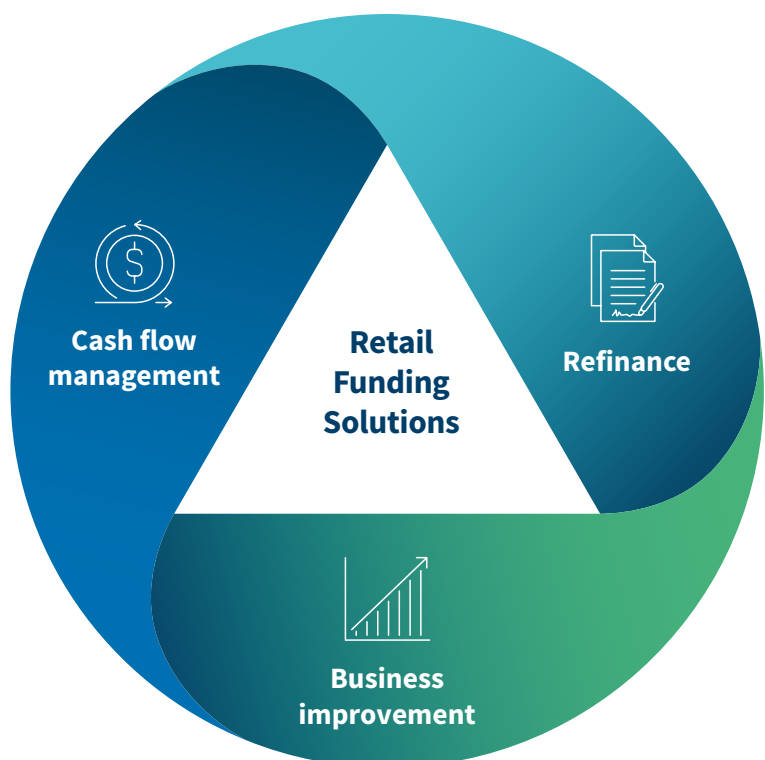
Our teams work alongside investors and executives to address critical opportunities and challenges in both transformation and event-driven scenarios.

Supporting across the deal lifecycle

We address your strategic, operational and financial needs at every stage of your investment whenever or wherever they occur.

FTI Consulting is heavily involved in the issues and challenges facing retailers today — driving growth, managing expenses and enhancing return on investment — in an environment where the accelerating pace of change truly is the only constant.

We have retail specialists offering clients a suite of combined funding advisory services including optimising funding from existing sources through business improvement and cash flow management. Our support with refinancing has enabled funding availability to be maximised whilst costs are minimised.



OUR SERVICES

Business Improvement

- **Cash flow:** close management of short-term liquidity and financial modelling support
- **Working capital management:** work with executive management to ensure any investment is as efficient as possible
- **Finance operations:** assess the effectiveness of the finance function to the extent to which it supports the business objectives
- **Financial reporting:** ensure the reporting structure enables the business' decision making
- **Financial planning:** work with executive management in formulating and forecasting the strategic plan
- **Treasury:** assist in FX planning and strategy
- **Supply chain:** review performance data to identify process improvements and cost efficiencies
- **HR objectives:** ensure organisation structure is aligned with business strategy, prepare business case for additional investment in headcount, support turnaround initiatives

Refinance

- Assisting executive management to build financial models to 'right size' funding requirements
- Introducing the opportunity to financiers that we know have the capability to fund
- Managing the entire refinancing process, including:
 - o assessing and negotiating indicative offers
 - o managing and preparing all the information required for the due diligence process
 - o preparing executive management for management presentations
 - o negotiating final terms
 - o managing the documentation process

SELECT EXPERIENCE

Project Jools

SITUATION

We were engaged by a world-class technical sportswear brand to refinance its existing loan facilities.

OUR IMPACT

Our team not only raised the funds the company required to grow at a significantly reduced cost of debt, but also introduced a financier to truly partner with the business. The financier brings extensive retail sector experience and understands the unique challenges faced by retailers.

Project Shine

SITUATION

We were engaged by a global surfwear brand to refinance its loan facilities, followed by a sale of the business.

OUR IMPACT

Our team worked with the investors and executive team to plan and implement a major restructure to address underperformance. As a direct result, the company achieved profitability and was strategically positioned to capitalise on growth opportunities. Beyond business improvement, we also supported the executive team and investors with raising working capital linked debt on two occasions and successfully completed a sale of the business.

Project Bonnie

SITUATION

We were engaged by an international restaurant group to stabilise the business and support with raising capital.

OUR IMPACT

Our team provided interim executive support to improve financial and operational performance. This was followed by a successful debt raising process that added sufficient new capital to stabilise the business and fuel long-term business improvement initiatives.

KATE WARWICK

Head of Retail & Consumer Products, Australia
+61 414 971 116
kate.warwick@fticonsulting.com

BEN SHRIMPTON

Senior Managing Director
+61 401 625 011
ben.shrimpton@fticonsulting.com

VAUGHAN STRAWBRIDGE

Senior Managing Director
+61 406 534 626
vaughan.strawbridge@fticonsulting.com

KATHRYN EVANS

Senior Managing Director
+61 409 043 699
kathryn.evans@fticonsulting.com

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