

Driving Financial Transformation Post-Acquisition to Rebuild Stakeholder Trust

Following its acquisition by a private equity fund, a global leader in payments acceptance solutions faced difficulties in aggregating and producing reliable financial information, impacting their relationships with shareholders and lenders. To demonstrate financial reliability and validate its value creation plan, the company engaged FTI Consulting to establish transparent financial processes.

OUR IMPACT



Management gained for the first time a reliable view of monthly value creation and performance, restoring transparency and rebuilding trust with the PE fund



The acquisition value creation plan was turned into 20 calendar-driven and measurable initiatives spanning revenue, COGS, OPEX and EBITDA upside across four continents



Materially improved cash flow forecasting accuracy through a forward-looking, indirect-method model that eliminated financial blind spots and enabled liquidity management



Enabled the CFO to shift from reactive operations to strategic leadership, by building a finance team where cash discipline and sprint culture are now embedded across the team

OUR ROLE

- Established standardised financial reporting infrastructure post-carve-out, creating quarterly and annual report templates that became the foundation for ongoing lender and rating agency communications
- Developed detailed financial modelling that quantified value creation initiatives and integrated projections directly into the refinancing documentation
- Implemented an indirect-method cash forecast model with a detailed and forward-looking working capital requirement module
- Acted as transformation project management office, coordinating cross-functional workstreams and establishing governance structures that maintained momentum throughout the finance function