

Tourism, Hospitality & Leisure Debt Advisory Services

Ensure your business has the financial resources to rebound and recover



Since the onset of the Covid-19 pandemic many businesses have come under pressure to manage their cost base and working capital, while continuing to meet their debt obligations. These financial pressures have weighed heavily on tourism, hospitality and leisure operators.

BDO's Tourism, Hospitality & Leisure sector experts are available to support you and your business through these challenging times as you seek to reboot, stabilise and improve your business resilience. We offer independent and pragmatic advice on all aspects of debt funding for hotels, bars, restaurants, visitor attractions & experiences and other leisure businesses.

We will advise you in developing a strategy to deal with your current debt obligations; assist in sourcing new finance or re-finance your debt with a new lender, where appropriate.

Current Market Situation

The debt market currently consists of traditional financial institutions and alternative lenders. Additional Government supports have been introduced through the Strategic Banking Corporation of Ireland (SBCI) and the Irish Strategic Investment Fund (ISIF) to support lending.

Many borrowers have availed of the six months debt forbearance offered by lenders. However as this forbearance period comes to an end, businesses and individuals need to assess their current and projected financial situations and consider their financial needs in order to prepare for proactive engagement with their lenders.

We have a strong understanding of their business and financial needs and have established relationships with the lending community, meaning we ensure our clients can explore all potential funding options.

Fully Integrated Service Offering

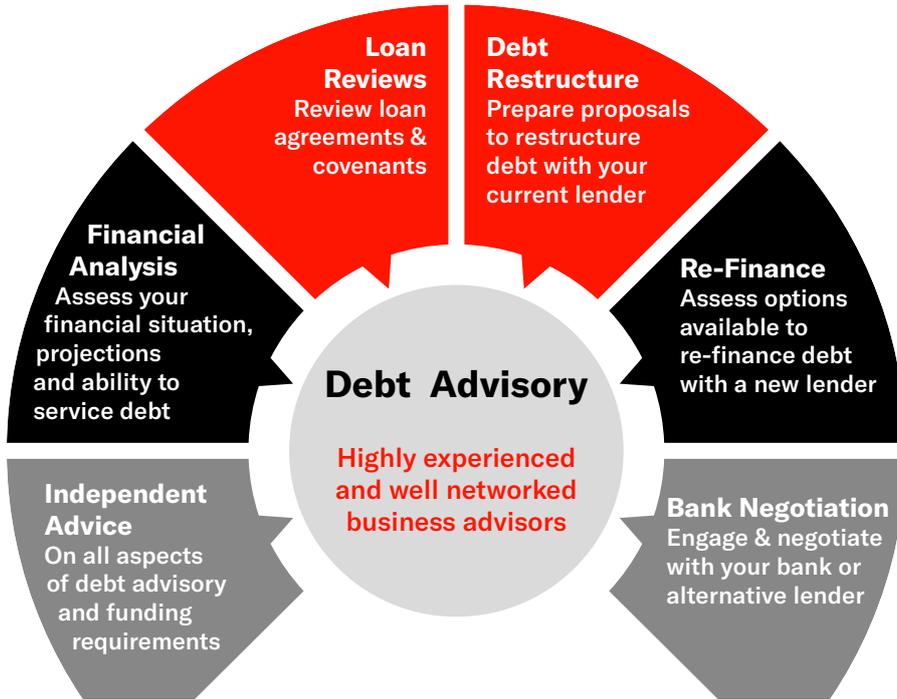
Our team of business advisors include experienced hotel management professionals, accountants and former bankers who are highly experienced and well networked with local lenders. We also have access to international funders through the BDO International Network and our dedicated Debt Advisory Group.

Our clients benefit from our commercial & practical insights into the funding market and our understanding of lender requirements. We also have experience and expertise in assessing business working capital needs and advising on the appropriate debt structures and deep hotel and tourism sector insights.

Your BDO team will:

- review current loan commitments/agreements and your covenants
- advise you on your business plan, financial projections and cashflow situation
- assess your funding requirements and options
- prepare a suitable funding proposal for your current or prospective funding provider(s)
- lead the engagement and negotiations with funding provider(s) on your behalf
- support you on the restructuring of your debt facilities as required.

OUR TAILORED SERVICES TO MAXIMISE DEBT FUNDING OPTIONS



“We are confident in our ability to add value by providing specialist, independent advice, identifying the best sources of funds, extracting the most attractive terms, advising on the best way to structure your debt, reducing execution risk.”

A SELECTION OF RECENT ASSIGNMENTS

- › Debt restructure and fundraise of €7 million for bar and restaurant operator
- › €8m debt restructure for 5 star hotel in South West of Ireland
- › €4.8m debt restructure for 3 star hotel in North West of Ireland
- › Financial feasibility study for a 4 star 220 bedroom hotel
- › Funder commissioned Independent Business Review in respect of a 98 bedroom luxury hotel, spa & golf resort
- › Independent financial review of 100+ bedroom hotel for an international investor
- › Finance mentors as part of Fáilte Ireland’s mentoring panel, providing a range of debt advisory and debt restructuring advice to a range of tourism businesses and enterprises throughout Ireland

CONTACT



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