



PREOKRET

TURNAROUND

COMPANY PROFILE

About us



TURNAROUND is your partner for management consulting and financial advisory with a focus on turnaround management, restructuring, finding favorable sources of financing and/or potential investors, profitability, cost efficiency, working capital management and cash flow improvement.

MISSION

To be your partner for tailored management consulting and financial advisory to your company.

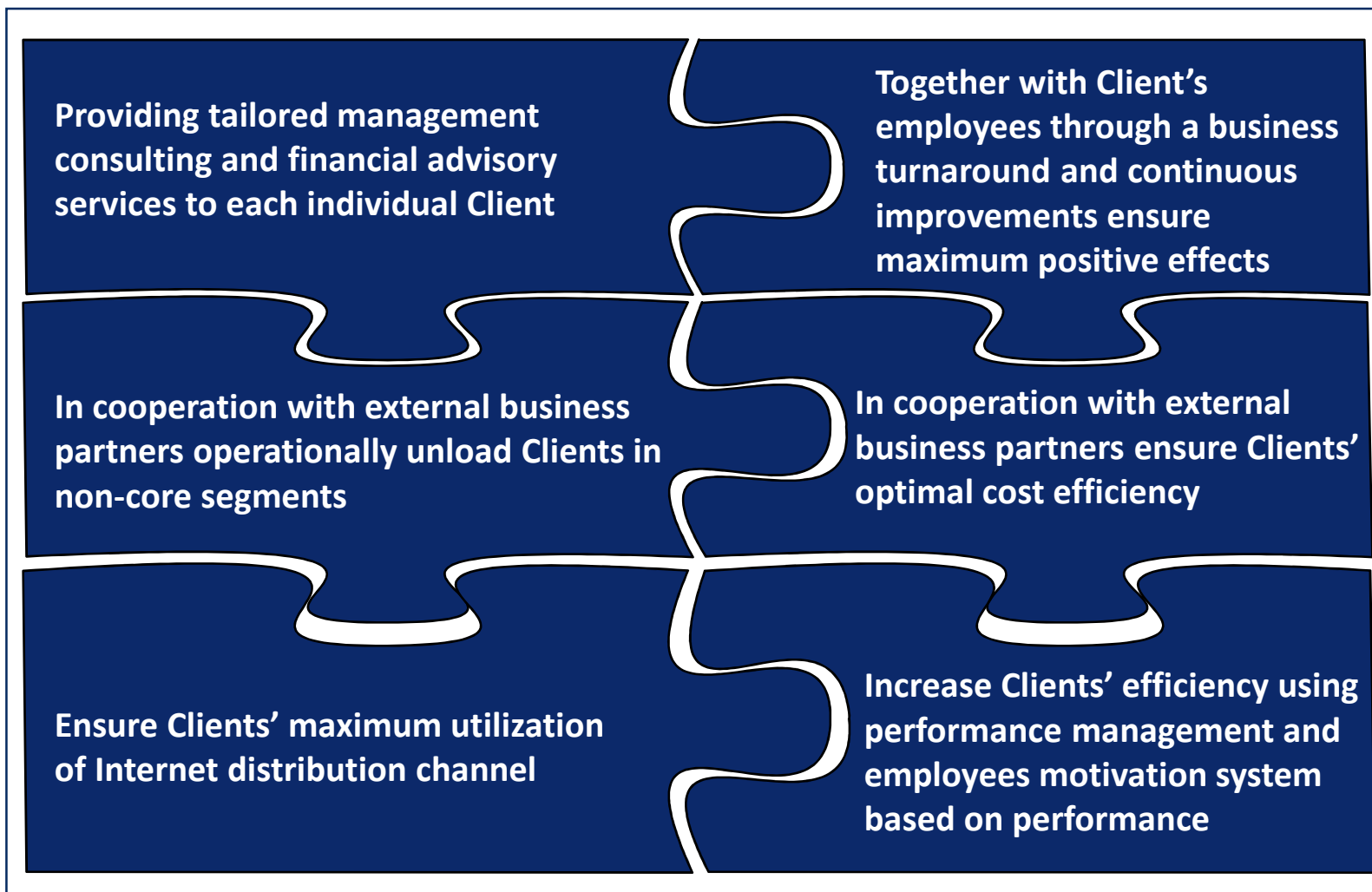
VISION

To become the first choice for boutique management consulting and financial advisory in the region.

Our aim is to ensure maximum positive effects and return on investment in our services in a short term.

COMPANY PROFILE

Business model



COMPANY PROFILE

Services (1)



- ⊕ Turnaround management
- ⊕ Restructuring (including pre-bankruptcy proceedings)
 - ⊕ Operational, financial and/or ownership, including:
 - ⊕ Negotiations with key creditors
 - ⊕ Hair-cutting and potential investors search and/or debt to equity swap
 - ⊕ Implementation and monitoring
- ⊕ Finding favorable sources of financing and/or potential investors
- ⊕ Preparation of business plans, investments studies, feasibility studies, restructuring studies and other studies in accordance to company needs and/or external requirements
- ⊕ Documentation preparation for various purposes: loans, incentives, potential investors and other stakeholders
- ⊕ Interim management
- ⊕ External finance director (*CFO services*)
- ⊕ Interim CFO

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Services (2)



- ⊕ Strategic and operational planning and budgeting
- ⊕ Performance management
 - ⊕ Development and implementation
- ⊕ Profitability improvement
- ⊕ Pricing function improvement
- ⊕ Cost efficiency improvement
- ⊕ Management/Group reporting
- ⊕ Statutory reporting
 - ⊕ Corporate income tax reporting
 - ⊕ Annual financial reports
 - ⊕ Quarterly statistical reports (FINA)
 - ⊕ VAT
 - ⊕ Croatian National Bank reporting etc.

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Services (3)



- ⊕ Cash flow improvement
- ⊕ Working capital management
- ⊕ Credit risk management and support in cash collection
 - ⊕ Policies and procedures implementation
 - ⊕ Cash collection monitoring reports
 - ⊕ Dunning notes setup
 - ⊕ Contacting and negotiations with customers/clients
- ⊕ Negotiations with potential investors, banks, suppliers, insurance brokers and insurers, factoring agencies, lawyers, auditors and other stakeholders
- ⊕ Other activities related to financial aspects of the company
- ⊕ Legal, HR, administrative and other issues

COMPANY PROFILE



TURNAROUND network of business partners

- ⊕ Using TURNAROUND network of business partners you will be operationally unloaded, and also you get the service for the same, or very often better conditions that you would get if you directly negotiate
- ⊕ We collect for you (free of charge) and help you in choosing the optimal offer, and network you with TURNAROUND business partners
- ⊕ TURNAROUND network of business partners includes following segments:
 - ⊕ grants, EU funds, companies monitoring (bank account blockage, pre-bankruptcy settlement, bankruptcy, press clipping, etc.), collection of receivables, credit reports, financial compensations, factoring, bills of exchange discounting, web sites development, Internet sales (web shop), telephony (fixed/VOIP, mobile) , internet connections, accounting services, audit services, legal services, notary services, insurance, translation services and court interpreting, office supplies, etc.
- ⊕ If your products/services are not part of the TURNAROUND network of business partners, please contact us for further steps

COMPANY PROFILE

M.Sc. Darko Smoljan



- ⊕ M.Sc. Darko Smoljan is the co-founder and CEO of Turnaround Ltd (Croatian: Preokret d.o.o.), management consulting and financial advisory firm with a focus on restructuring projects for pre-bankruptcy proceedings (conducting restructuring plans, advisory services and negotiations with creditors), cost optimization, and business planning with a focus on working capital management and cash flow improvement.
- ⊕ He gained experience in numerous audit and advisory assignments, and management consulting and financial advisory projects, and at the positions of finance director and management board member.
- ⊕ At the beginning of his career from 2000 to 2004 he worked in the audit and advisory firm Deloitte d.o.o., one of the largest global audit and advisory firms (Big4), on numerous audit and advisory assignments in Croatia, Bosnia and Herzegovina and Kosovo, and due diligence projects for privatizations, mergers and acquisitions in Croatia.
- ⊕ In the period from 2004 to 2006 he worked in the consulting firm Deloitte savjetodavne usluge d.o.o. on management consulting assignments, primarily on restructuring projects, strategy development and strategy implementation projects, all in large organizations.
- ⊕ From 2006 to 2011 he worked in the company Papyrus Croatia d.o.o., a member of Papyrus Group with headquarters in Sweden, one of a leading paper merchants in Europe, where he worked as the finance director, responsible for operations in Croatia, Slovenia, Bosnia and Herzegovina, Serbia, Macedonia, Kosovo and Albania.
- ⊕ From August to December 2011 he held the position of management board member and CFO of Magma Inc., responsible for developing a restructuring plan, and negotiations with key creditors in relation to the refinancing of debt to financial institutions and debt to equity swap of other creditors.
- ⊕ Since December 2011 until May 2012 he worked as an independent contractor on a restructuring project and providing advisory services, and since May 2012 he is the co-founder and CEO of Turnaround Ltd (Croatian: Preokret d.o.o.).
- ⊕ M.Sc. Darko Smoljan graduated at the Faculty of Economics, University of Zagreb, Department of Organization and Management in 2000. In 2003 he became a Certified Auditor with an approval of the Ministry of Finance. He enrolled in the MBA program at the Faculty of Economics in Zagreb in 2003, passed all exams in 2005 with an excellent average grade, and in 2012 he defended his master thesis and earned a Master of Science degree.

COMPANY PROFILE

Closing words



We offer free of charge detection of current state and detection of potential areas of cost savings and operations improvement.

For all additional information and help do not hesitate to contact us – we will find the optimal solution for you.

Thank you for your confidence!

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Contact



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