



FTI CONSULTING SPAIN

EXPERTS WITH IMPACT™

ABOUT FTI CONSULTING

4,600+ employees
deployed in 28 countries

With offices in every major financial centre and every corner of the globe, we successfully serve our clients wherever challenges and opportunities arise.

8/10

Advisor to 8 of the world's top 10 bank holding companies

FCN

Publicly traded

490+

Senior Managing Directors

76

Offices in 76 cities around the globe

\$2.8BLN

Equity market capitalisation*

53/100

53 of Global 100 corporations are clients



as Expert Arbitration Firm of The Year 2015-2018

N°2

Globally by M&A volume

*Total Shares outstanding times the closing share price as of October 25, 2018.

OUR OFFERINGS

CORPORATE FINANCE & RESTRUCTURING

- Business Planning & Cash Management
- Mergers and Acquisitions
- Transaction Advisory
- Tax Advisory
- Turnaround & Restructuring
- Interim Management
- Valuation and Financial Advisory

ECONOMIC & FINANCIAL CONSULTING

- Regulated Industries
- Business Valuation
- International Arbitration
- Public Policy
- Securities Litigation & Risk Management
- Antitrust & Competition Economics
- Intellectual Property
- Labour & Employment

FORENSIC & LITIGATION CONSULTING

- Forensic Accounting & Advisory Services
- Global Risk & Investigations Practice
- Dispute Advisory Services
- Financial & Enterprise Data Analytics
- Compliance, Monitoring & Receivership
- Intellectual Property
- Trial Services
















STRATEGIC COMMUNICATIONS

- Public Affairs
- Corporate Communications
- Financial Communications
- Strategy Consulting & Research
- Creative Engagement

TECHNOLOGY

- Computer Forensics & Investigations
- Discovery Consulting
- E-discovery Software & Services
- Data Analytics
- Cybersecurity

INDUSTRY SPECIALISATIONS

 ENERGY, POWER & PRODUCTS	 FINANCIAL INSTITUTIONS	 CONSTRUCTION & CONCESSIONS	 REAL ESTATE & INFRASTRUCTURE	 AUTOMOTIVE	 HOSPITALITY, GAMING & LEISURE	 TELECOM, MEDIA & TECHNOLOGY	 RETAIL & CONSUMER PRODUCTS
 HEALTHCARE & LIFE SCIENCES	 TRANSPORTATION	 INSURANCE	 AEROSPACE & DEFENSE	 GOVERNMENT & PUBLIC CONTRACTS	 MINING	 AGRICULTURE	 ENVIRONMENTAL

ABOUT FTI CONSULTING SPAIN

80

Professionals

2008

Spanish presence
since 2008

6/6

Advisor to 6 out of 6 top Spanish
banks and private equities

16/20

Advisor to 16 of the top
20 law firms in Spain

OUR SERVICES IN SPAIN

DEBT ADVISORY

- Financial Advisory
- Debt restructuring, SteerCo advisory
- Business Plan Reviews
- Strategic option analysis for lenders/creditors
- Portfolio analysis and exit solutions
- Sourcing of alternative investors
- Advisory and fronting in transactions
- SPV Management & Governance

TRANSACTION ADVISORY SERVICES (TAS)

- Pre and post transaction services across various industries (Hospitality Real Estate, TMT, Energy, Manufacturing, Tourism, Retail, Renewables, etc.)
- Regulatory and sector Due Diligence
- Financial, commercial, operational Due Diligence
- M&A services: buy & sell side M&A support
- Investor and deal scouting

OPERATIONAL TRANSFORMATION

- Operational transformation and functional support e.g. cash & working capital management, build-ups, spin-offs, right-sizing, supply chain, etc.
- Performance improvement post transactions, carve-outs, revenue enhancement, cost reduction, operations
- Interim management solutions (CRO, CFO, CEO, COO, etc.) as well as Board of Director representation

REGULATORY SERVICES

- FTI Consulting works with Compass-Lexecon, its wholly owned subsidiary, as the market leaders in regulatory advisory in specific industries (Energy, TMT, etc.)
- Regulatory Services, Due Diligence
- Expert Witness, Arbitration, Testification
- Anti-trust

FORENSIC & LITIGATION CONSULTING

- Dispute Advisory Services/Litigation Support/Expert Witness
- Forensic Accounting & Advisory Services
- Compliance, Monitoring & Receivership
- Fraud and Corruption Investigations
- Regulatory Investigation (AML, sanctions, etc.)
- Corporate Intelligence (Reputational, asset research, etc.)

STRATEGIC COMMUNICATIONS

- Financial Communications
- Corporate Reputation
- Public Affairs
- Special Situations

TECHNOLOGY

- Global Data Collection and foreign language document review capabilities
- Proven data preservation, restoration and technical forensic analysis
- E-Discovery Services FTI Proprietary (Ringtail® platform/Software)
- Data Analytics
- Cybersecurity

RECOVERY SERVICES

- Contingency Planning and Insolvency
- FTI Consulting brings its unique restructuring expertise to in-court situations, focusing on the viability of the company
- FTI Consulting & Partners appointed as Insolvency Administrator by CNMV (Market regulator) and Courts

OUR TEAM

- Senior
- Hands-on
- Industry Experts
- EMEA and Global coverage

OUR APPROACH

- Small and senior teams
- Focus on key issues expediently
- Engagement with key personnel
- Leverage existing management expertise
- We avoid overloading management teams

COMPLEX SITUATIONS RIGHT SOLUTIONS

www.fticonsulting.com

FTI CONSULTING SPAIN



ANDREAS FLUHRER

Senior Managing Director
Co-Leader Corporate Finance Spain
Tel: +34 91 524 38 71
andreas.fluhrer@fticonsulting.com

- Andreas has more than 15 years of restructuring experience and delivered operational and financial improvement programs throughout Europe, the US and Latin America.
- He has advised clients across a wide range of industries including automotive, manufacturing, real estate, retail, apparel, media, infrastructure and fast-moving consumer goods.
- Andreas worked for McKinsey and Álvarez & Marsal.



SERGIO VÉLEZ

Senior Managing Director
Responsible for FTI Consulting Spain
Co-Leader Corporate Finance Spain
Tel: +34 91 524 38 52
sergio.velez@fticonsulting.com

- Sergio has more than 19 years of business and restructuring experience in Europe and Latin America.
- He has advised multinational and domestic clients in EMEA and Latin America on operations and corporate finance including business improvements, turnarounds, cash management, interim management, cost reduction, forecasting and financial advisory.
- Sergio serves as BoD member advisor in various companies.
- Sergio has covered a wide variety of business sectors, including renewable energy, automotive, distribution, food, real estate, leisure, manufacturing, etc.



JUAN RIVERA

Senior Managing Director
Head of Strategic Communications
Tel: +34 91 524 38 59
juan.rivera@fticonsulting.com

- Juan has more than 20 years of professional experience in strategic communications and corporate reputation issues.
- Along his professional career, he has advised over 150 clients mainly in the field of consulting and focused on financial communication and transactions such as mergers, acquisitions or corporate restructuring in companies based in Europe and America.
- He has regularly collaborated in Spanish and Latin American media writing articles about corporate reputation. His academic activity includes seminars and workshops at various universities.



JOSÉ MARÍA PIÑEIRO

Senior Managing Director
Responsible for Forensic & Litigation Spain
Tel: +34 91 524 38 50
jose.pineiro@fticonsulting.com

- José has 15 years of forensic accounting and restructuring advisory experience, advising corporates, creditors and investors.
- He has been involved in a number of highly complex restructuring assignments and has led several cash management (including cost reduction) and business improvement processes.
- José has also led fraud investigations and prevention projects, assets trading and litigation support as well as preparation of Expert Witness reports and providing expert testimony in Court.



BLANCA PEREA

Senior Managing Director
Responsible for Energy Practice Spain
Tel: +34 91 524 38 87
blanca.perea@fticonsulting.com

- Blanca has more than 15 years of experience in the energy sector.
- Blanca has worked on regulatory and competition issues – studying the impact of legislative reforms, new policies and energy efficiency programmes – as well as market research and the financing and valuation of energy assets.
- She has recently participated as an expert witness in numerous lawsuits pertaining to the electricity reforms in Spain, obtaining the first favourable ruling from the Spanish Supreme Court.
- She has worked in energy transactions and Due Diligence.

OUR INDUSTRY SPECIALISTS

RICCARDO PACELLI

M&A and Transaction Advisory Services
Tel: +34 91 524 38 58
riccardo.pacelli@fticonsulting.com

IGNACIO SERRA

Transformation Services and Banking / Real Estate
Tel: +34 91 524 38 56
ignacio.serra@fticonsulting.com

MERCEDES BERNAL

Technology
Tel: +34 91 524 38 65
mercedes.bernal@fticonsulting.com

RAÚL CHAMORRO

Litigation & Investigation
Tel: +34 91 524 38 62
raul.chamorro@fticonsulting.com

FERNANDO MIRGONE

Business Intelligence
Tel: +34 91 524 38 47
fernando.mirgone@fticonsulting.com



FTI Consulting Spain
Paseo de Recoletos, 3 3ª Floor
28004 Madrid
Spain
+34 91 524 38 40

About FTI Consulting

FTI Consulting is an independent global business advisory firm dedicated to helping organisations manage change, mitigate risk and resolve disputes: financial, legal, operational, political & regulatory, reputational and transactional. FTI Consulting professionals, located in all major business centres throughout the world, work closely with clients to anticipate, illuminate and overcome complex business challenges and opportunities.

www.fticonsulting.com

©2019 FTI Consulting, Inc. All rights reserved.