

OUR APPROACH:

# Case Study: Pharmaceutical Testing & Contract Manufacturing Company



## Rethink

Aurora was engaged by the company as a restructuring advisor due to complications with profitability and liquidity. The Company was operating 7 locations and employed over 40 PhD's. The Company's primary business was Class I, II and III clinical testing with one location for contract manufacturing for clinical customers. Overall profitability was deteriorating due to a lack of operating cash flow.

## React

Aurora developed a consolidated business plan to strategically integrate industry knowledge with a deep understanding of the key business drivers and issues facing the Company. Aurora negotiated terms with the secured lender to finance the funding for consolidation of the operations.

## Results

Based upon the restructuring plan developed by Aurora, the consolidation was successful and on budget. Operations were resumed and the Company returned to a positive EBITDA. The Company implemented best accounting, inventory and supply chain practices and is providing a substantial on-going return to stakeholders.