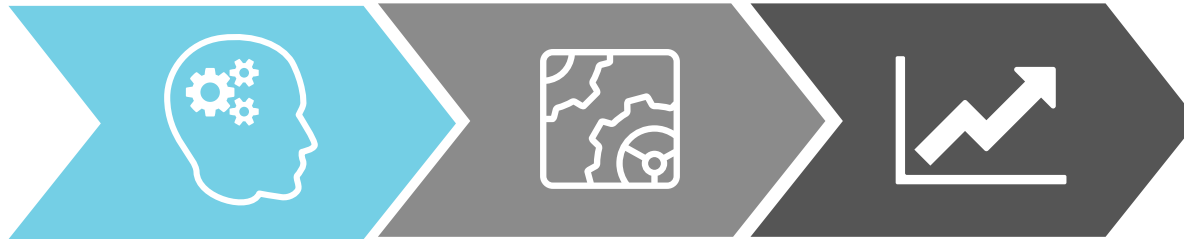


OUR APPROACH:

## Case Study:

# Manufacturer & Distributor of Healthcare Products



### Rethink

Multi-generational family leadership and involvement in Company which is a bottler, distributor, packager, and manufacturer of brand and private label consumer products for distribution to large retail chains. Strained banking relationships and in forbearance. Lack of strong cash flow, operating metrics and projections.

### React

Aurora Improved overall management reporting. Managed banking relationships through forbearance period and advised ownership in negotiating customer agreements.

### Results

Liquidity position improved. The Company refinanced on favorable terms with a new lender. Annual budgeting, forecasting, and cash flow reporting established. Performance metrics, product costing, and information system needs identified.