

Adara Partners – Commercial options analysis (2021)

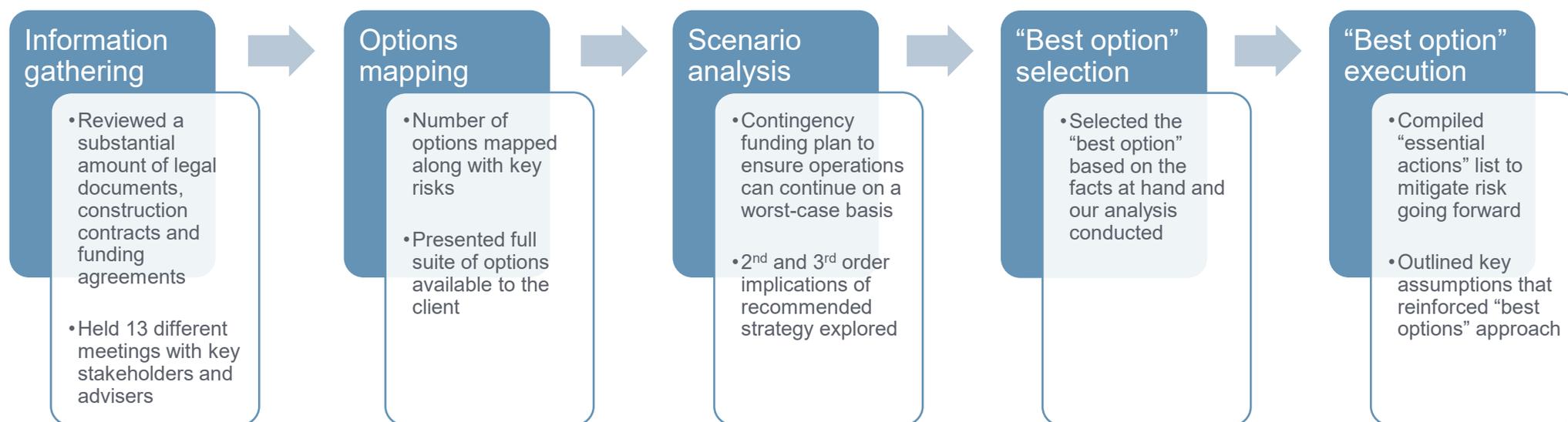
Adara Partners was engaged by a large educational institution to identify and critically analyse options to resolve material commercial and financial challenges created as a result of the COVID-19 pandemic

Snapshot

- February 2021 – April 2021
- Problem solving for a complex commercial challenge involving high profile stakeholders
- Required deeply experienced minds to provide an innovative solution to a problem already thoroughly examined by the board
- Adara Partners, led by Mike Roche and Phillipa Stone, provided a report of their findings and presented to the leadership team
- Organising a roadmap out of a vexed legal and financial situation, with priority placed on the mitigation of financial and legal risk in the absence of any risk-free alternatives

Value added

- **Options mapping:** Clear articulation of the full suite of options available to the client to deal with a highly confidential business challenge, while acknowledging the lack of a “no-risk” approach
- **“Best option” identification:** building on the options roadmap, Adara singled out an optimal course of action
- **Execution oversight:** Continued engagement with the client while advising on key implementation steps and ways to mitigate associated flow-on risks
- **Stakeholder engagement strategy:** Set a 5-step strategy to complement the “best option” solution and ensure the client has clarity around optimal outcomes from any long-term negotiations with key counterparties



Stakeholder engagement conducted throughout the process

About Adara Partners

Collectively our Panel Members have advised over 90% of the ASX100 and have worked on many of the largest and most critical transactions in Australia's corporate history. Adara Partners' services are not limited to the ASX100 – our Panel Members have worked on a range of public and private corporate engagements, providing our clients with their expertise, through wise counsel, financial and strategic advice



Ilana Atlas AO
NED, Former Executive and Law Firm partner



Andrew Best
Former Head of Investment Banking at J.P. Morgan



Catherine Brenner
NED, Former Investment Banker



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Former Chair of Investment Banking at Goldman Sachs



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Head of Investment Banking at Goldman Sachs



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Cynthia Scott
Principal, Monaro Advisory Partners



Philippa Stone
Joint Global Head of Capital Markets at Herbert Smith Freehills

Our Panel Members provide their time and expertise pro bono. All profits are donated to Adara Development, Adara's not-for-profit arm that delivers services directly to more than 50,000 people living in poverty each year in Uganda and Nepal, and touches countless more through knowledge sharing

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