

Real Challenges. Real Solutions.

Getzler Henrich: We help Clients Navigate the Challenging Retail Environment

Retail today faces multiple extreme challenges:

- Product, wage and shipping inflation
- Rising interest rates
- Increased omnichannel competition
- Supply chain challenges
- Historical leases that are not viable
- Retention of front-line associates
- Continued decrease in brick-and-mortar traffic
- Decreased customer confidence, brand loyalty

The Getzler Henrich Value Proposition: A Full Range of Services, From a Dedicated, Expert Retail Team

The Getzler Henrich Retail team has the industry expertise to help with both operational and financial issues. For more than 50 years, we have assisted companies to navigate challenges, serving as expert consultants, operators and financial advisors. Our deep Retail Industry experience enables rapid development and execution of Retail solutions with complete confidence.



Diagnostic
Phase



Realistic
Action Plan



Measurable
Achievable
Results

Our Process Creates Real Value

We combine best-in-class financial advisory practices with real-time, global retail operational experience.

Our Range of Services

OPERATIONAL IMPROVEMENT

- Diagnostic and Analytical Support — Four-wall EBITDA assessment, footprint analysis
- Lease Analysis and Landlord Negotiation
- Cost Management — Labor optimization, sourcing and procurement, business process outsourcing
- Sales Growth — Category mix, pricing optimization, marketing, and promotional effectiveness
- Regional and Corporate Support Analysis — Organizational effectiveness
- Back Office and Finance Department Optimization
- Supply Chain and Working Capital Optimization
- Transaction Support — Operational due diligence and valuations

TURNAROUND AND RESTRUCTURING

- Workouts — 13-week cash flow forecasts, business plan preparation and assessments, stakeholder negotiations, lender communications
- Operational Restructuring — Footprint and cost rationalization, turnaround plan development and implementation
- Financial Restructuring — Debt restructuring, refinancing, recapitalization, distressed M&A
- Crisis Management — Interim CEO, CFO, COO, CRO, and Board representation
- Bankruptcy Advisory — Preparation/negotiation of plan for reorganization, statutory reporting, expert witness
- Monetization — Company, brand, and IP

Getzler Henrich has deep expertise in all merchandise categories including apparel, accessories, jewelry, electronics, home furnishings, and food & beverage. Our clients range from department stores, supermarkets, big box retailers, specialty stores, off-price retailers, and direct response distribution channels.

Representative Engagements



Interim CEO of Laura Ashley, a leading retailer of home furnishing and clothing. Retained to stabilize operations, evaluate the company's prospects, and implement a new strategic business plan. Developed a marketing and merchandising action plan that reversed the downward sales trend. Further, helped company raise equity capital.



Interim CEO, CEO and Chairman of Rue21, a 700-unit omnichannel fast fashion retailer. Led the company's successful turnaround and emergence from Chapter 11, implementing a 5-point strategy to gain traction and drive results. This led to strong omni-channel comparable sales gains, double digit increases in EBITDA, and a significant reduction in debt.



Financial Advisor to the Creditors Committee of Kasper, a leading manufacturer of women's apparel under the Kasper and Anne Klein brands. Conducted comprehensive strategic and operating review as well as developed and implemented a turnaround plan. Post a prearranged Chapter 11, the company was acquired. The bondholders were repaid in full, and the common shareholders received an unexpected substantial return.



Financial Advisor to a specialty / seasonal retailer. Retained to assist with increasing distribution capacity to achieve ~35% in incremental revenue after the company was carved out from a major home goods retailer. In 16 weeks, applied analytics and Lean Six Sigma to eliminate bottlenecks, reduce downtime, optimize scheduling, and accelerate the flow of goods while adapting to COVID-19 challenges. Assisted in reversing the trend of lost sales due to stockouts and enabled greater sales growth – both accomplished without any additional capital investment.



CRO of Italian luxury jeans company. Successfully took the company in and out of Chapter 11 bankruptcy in 39 days, which included renegotiating all retail leases and an international license agreement. The engagement won the M&A award for transactions under \$100 million.

Contact Our Experts for an In-depth View

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