

CREDIT AND SPECIAL ASSET MANAGEMENT SERVICES

CORTLAND DCM SOLUTIONS

Special Asset Management encompasses both the resolution of problem loans or equity investments and the management of hard assets including real estate owned (“REO”), for recovery and value maximization and disposition.

When managing non-performing assets, Alter Domus’ focus is to maximize the recovery of our clients’ capital by determining the best recovery alternatives, negotiating settlements or other credit restructuring where possible, and enforcing creditor rights when necessary. The assigned Alter Domus experienced senior asset manager will proactively engage in the resolution of non-performing assets by:

SPECIAL ASSET MANAGEMENT SERVICES

- Performing a complete and independent review of existing loan document and collateral files at the inception of the engagement
- Re-underwriting the collateral, analyzing the market, assessing value, and examining the legal environment;
- Determine the appropriate work-out strategy, which may contemplate Loan Modification, Discounted Payoff, Forbearance, Foreclosure, and/or Rights Enforcement/Bankruptcy;
- As necessary and with our client’s approval, recommend and engage legal counsel and other professional services as deemed necessary, and entirely “manage the process” of asset resolution whether it be a strategy of litigation and liquidation, a negotiated settlement, some form of debt restructuring, or some combination thereof;
- Preparing a Resolution Plan and Budget and outline the strategy to our client for input and concurrence, and;
- With client consent, implement the approved strategy for optimal recovery and “loss minimization” to our clients’
- As necessary and as directed, assist in the management and/or liquidation of assets acquired by our client through the resolution process or continue efforts to collect on deficiency judgements against client borrowers or guarantors, granted through litigation.

OTHER CREDIT SERVICES

- Alter Domus offers several other credit services focused on assisting our clients with the assessment, management and mitigation of credit risk on an ad hoc or scheduled basis.
- **Credit Reviews:** On an annual basis or as required by the client, Alter Domus’ experienced credit analysts collect and analyze borrower/ guarantor financial information, providing an early warning tool by identifying specific adverse trends, possible operational problems, adverse performance relative to industry comparables and recommend possible options for resolution or closer monitoring.
 - **Credit Due Diligence in Support of the Client’s Underwriting Efforts:** On an as requested basis, Alter Domus will assist our client in the analysis of new loan originations or the renewal of existing credits. These “loan presentation packages” include a thorough financial evaluation of the potential borrower(s), all guarantors, all operating entities, the industry itself, both historically and prospectively. In addition, cash flow will be assessed on a global basis and tested against lender credit policy and other appropriate metrics. Where possible, a credit strength index will be determined based on an Alter Domus established credit risk matrix.
 - **Construction Draw Management:** For all construction projects for which Alter Domus has been engaged to monitor the draw process, verify that all required conditions and documentation have been met/ provided prior to funding, including the review all draws to confirm that construction-to-date has been completed, align with engineer/ architect standards, and monitor the construction budget in order to verify the adequacy of funds available to complete the subject project.
 - **Covenant and Other Financial Metric Monitoring:** On loans originated by the client or on loans in which the client owns a position, verify that all covenants and other performance measures as defined in the Credit Agreement or determined by the client, have been met. These determinations are most often performed on a quarterly basis or as is otherwise required by the client.
 - **Material Non-Public Information and Amendment Administration (“MNPI”):** Provide the daily review of information downloads to data sites containing both public and non-public information, on loans in which our client holds a position, ensuring that all loan amendment requests are communicated to the client and acted upon in accordance with established “decision” criteria and that no posted non-public information is forwarded or accessible to the client.



- OFFICES
- DESKS

AMERICAS

- Cayman Islands
- USA:
 - Chicago (IL)
 - New York (NY)
 - Darien (CT)
 - Austin (TX)
 - Indianapolis (IN)
 - Los Angeles (CA)
- Canada
- Latin America

EUROPE

- Belgium
- Cyprus
- France
- Germany
- Guernsey
- Ireland:
 - Dublin & Cork
- Jersey
- Luxembourg
- Malta
- Spain:
 - Barcelona & Madrid
- The Netherlands
- United Kingdom
- Italy
- Nordic
- Poland
- Portugal
- Russia & CIS
- Switzerland

MIDDLE EAST & AFRICA

- Mauritius
- Israel
- Middle East

ASIA-PACIFIC

- Australia
- China:
 - Beijing, Nanjing & Shanghai
- Hong Kong
- Singapore
- India

YOUR TEAM

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Many leading international asset managers, lenders and asset owners choose Alter Domus as their partner for growth. Whether a stand-alone fund with limited investments, or a large multi-billion-dollar fund with complex investment streams across multiple jurisdictions, we understand your world.

Vertical integration allows us to build dedicated teams to provide support and bespoke solutions across your entire value chain. By tapping into a talent pool of some 2,500 employees across more than 40 offices and desks, our expertise and cutting-edge technology combine to put you ahead of the game.

With an established professional focus on the private equity, infrastructure, real estate, and debt and capital markets sectors, we offer fund administration, corporate services, depository services, transfer pricing, domiciliation and management company services. Our specific experience in the debt and capital markets sector allows us to provide specialist solutions such as loan administration, agency services, trade settlement and CLO manager services.

*YOU GROW. WE SUPPORT.

www.alterDomus.com