

# Cash Forecasting and Alternative Cash Options

June 25, 2020

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Create Opportunities

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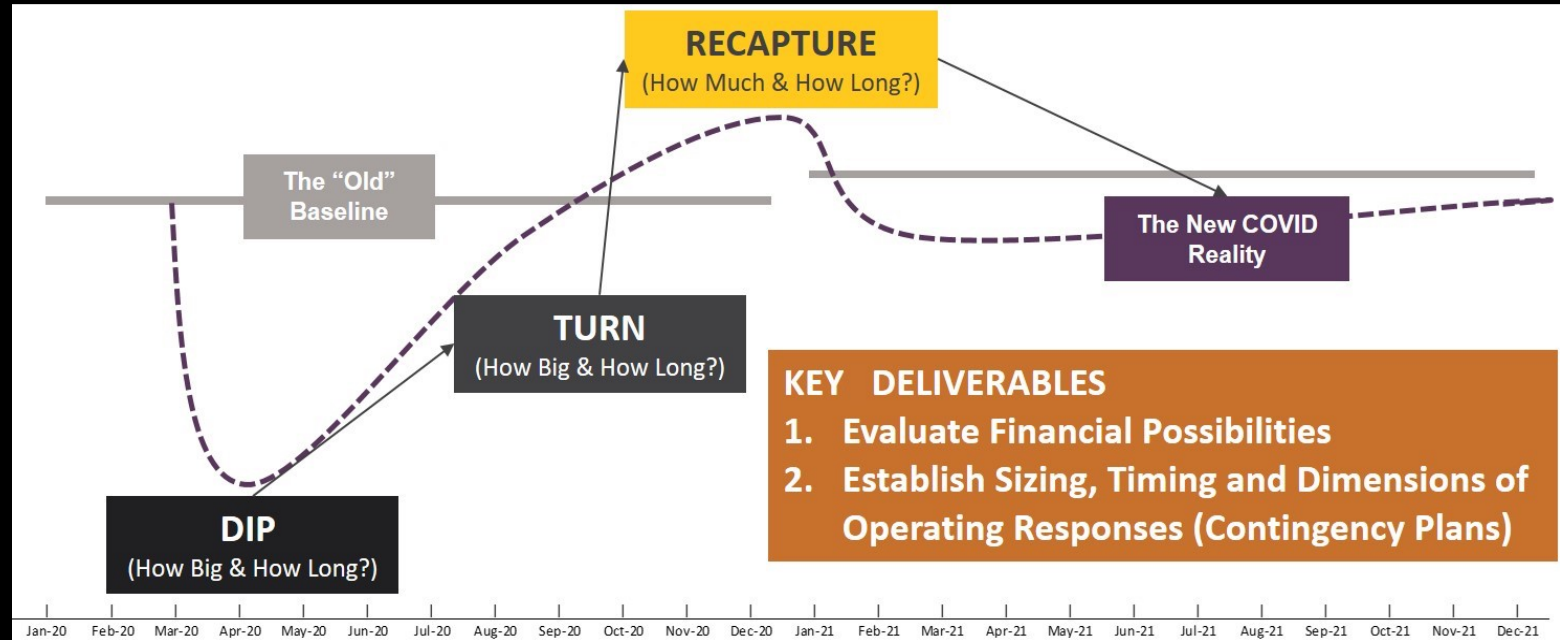
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# Agenda

- Introductions
- COVID-19 Cycle
- Recap of Cash Strategies
- Alternative Cash Strategies
  - Introduction of Panelists
  - Panelist Q&A

# COVID-19 Cycle



# Net Working Capital Management

- Don't leave anything on the table
- Have open dialogue with your vendors and customers
- Manage cash conversion cycle
  - Accounts receivable
  - Inventory
  - Accounts Payable



# Other Cash Sources

- Short-term Solutions
  - Asset based lending
  - AR factoring
  - Purchase order financing
  - Bridge loans
- Long-term Solutions
  - Preferred stock
  - Junior capital
  - Mezzanine
  - Minority interest

# Exploring Alternative Cash Strategies

- Welcome to our panelists
- Q&A with our panelists
- Key actions to bring back to your company



# Panel Discussion

Scott Hogan | Arable Capital Partners

Rob Codol | PNC Mezzanine Capital

Kyle Largent | The Gladstone Companies

Tyler Lounsbery | CLA

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# Thank you!

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