



The Art of Distressed M&A: Buying, Selling, and Financing Troubled and Insolvent Companies (Art of M&A)

By H. Peter Nesvold, Jeffrey Anapolsky, Alexandra Reed Lajoux

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Pessimists see *distressed* M&A . . .

Optimists see distressed M&A

Opportunities abound in “bankruptcy beauties”?both in good times and bad. Distressed mergers and acquisitions used to be the domain of a handful of specialists, who generated handsome profits by unlocking value in troubled companies. Now, you can learn the secrets for participating in these deals with knowledge and confidence. *The Art of Distressed M&A* provides the critical information needed to manage the unique complexities of buying, selling, and financing troubled companies.

The Art of Distressed M&A arms you with creative solutions to seemingly impossible problems and helps you to avoid common pitfalls. This comprehensive guide enables you to:

- Understand the roles, rights, and responsibilities of debtors, secured creditors, unsecured creditors, advisors, trustees, and bankruptcy courts
- Navigate through complicated valuation, financing, legal, accounting, and tax issues
- Communicate effectively and make informed proposals in multiparty negotiations
- Create the optimal deal structure?from prepackaged plans of reorganization to 363 sales to loan-to-own transactions

The Art of Distressed M&A also highlights practical examples using recent bankruptcy cases following the Bankruptcy Abuse Prevention and Consumer Protection Act of 2005 and is the first publication of its kind since The Dodd–Frank Wall Street Reform and Consumer Protection Act of 2010.

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Editorial Review

From the Back Cover

Companies may encounter financial distress at any point in the economic cycle. Addressing the distress of a vendor, customer, borrower, counterparty, or portfolio company is timeconsuming, expensive, and distracting. Not being prepared is far worse!

Into its third successful decade, The Art of M&A series now offers a comprehensive framework for buying, selling, and financing troubled and insolvent companies in nearly any industry. Even if you have mastered traditional M&A, the unique terms, concepts, and procedures in distressed M&A can be puzzling and counterintuitive.

Retaining the series' highly accessible Q&A format, *The Art of Distressed M&A* delivers:

- Clear, concise answers to complex, interdisciplinary questions
- Guidance on how to avoid common pitfalls and techniques for designing creative solutions
- Essential material from recent bankruptcy cases, the Bankruptcy Code, the Bankruptcy Abuse Prevention and Consumer Protection Act of 2005, and The Dodd–Frank Wall Street Reform and Consumer Protection Act of 2010

About the Author

H. Peter Nesvold, Esq., CFA, CPA, is a managing director at Jefferies & Co. Previously, he was a portfolio manager/analyst at Lazard Asset Management and an M&A lawyer at Shearman & Sterling. He coauthored *The Art of M&A* and *The Art of M&A Structuring*.

Jeffrey M. Anapolsky, Esq., MBA, has over 10 years of experience advising, operating, and investing in special situations involving bankruptcies, liquidations, and workouts. He has worked as a bankruptcy attorney at Akin Gump Strauss Hauer & Feld, a restructuring advisor at Wasserstein Perella, and a distressed investor at Sun Capital Partners and American Capital.

Alexandra Reed Lajoux, MBA, Ph.D., is chief knowledge officer of the National Association of Corporate Directors. She is the author of *The Art of M&A Integration* and coauthor of *The Art of M&A*, *The Art of M&A Due Diligence*, *The Art of M&A Structuring*, and *The Art of M&A Financing and Refinancing*.

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