

Zach Rose

Senior Director



Education & Certifications

- B.S. Finance – Kelley School of Business at Indiana University, Summa Cum Laude
- Investment Banking Workshop
- Turnaround Management Association

Awards & Recognition

- 2019 Large Turnaround of the Year
- 2017 Transaction of the Year

Other Deal Experience

- Ascent Aviation Services – Interim Management
- Color Communications – Interim Management
- Complete Nutrition – Interim Management
- CWT – Financial Advisor
- Encyclopedia Britannica – Performance Improvement
- Energold – Interim Management
- Faraday Future – Lender Advisor
- Maurice Sporting Goods – Performance Improvement
- Sinai Health Systems – Turnaround & Restructuring
- Trans World Entertainment – Turnaround & Restructuring

Zach joined Portage Point as its second full-time employee in June 2016 and serves as a Senior Director where he provides financial, operational and strategic advice to healthy, underperforming and distressed companies. His primary responsibilities include developing and implementing performance improvement plans, strategic alternatives, organizational realignments, operational turnarounds and financial restructurings

Zach has been a key contributor to the firm's growing performance improvement practice. He led the day-to-day implementation of a large-scale transformation for etailz Inc., a leading third-party marketplace retailer on Amazon. In an interim management capacity, Zach spearheaded several workstreams comprising vendor rationalization and remediation, organizational realignment, inventory management, purchasing and procurement enhancement, sales optimization and various working capital initiatives. The performance improvement plan delivered significant value including more than \$15 million of cash flow and \$10 million of earnings improvement. Zach's efforts culminated by attracting and securing \$30 million of growth capital for the repositioned business. As execution lead for Nelbud Services, the largest commercial kitchen fire prevention company in the U.S., Zach developed and led performance improvement initiatives that doubled adjusted EBITDA margin from 5.9% to 13.1% and improved annualized EBITDA by 140%. The substantial performance improvement drove lender support leading to additional funding and ultimate debt for equity swap

Additionally, Zach has significant experience across in-court and out-of-court restructurings. Zach led execution efforts for Hornbeck Offshore Services during its successful Chapter 11 proceedings, where he oversaw contingency planning, liquidity management, business plan development and bankruptcy reporting. Zach also developed liquidity management tools, assisted in contingency planning and supported efforts to secure DIP financing for Dura Automotive during its Chapter 11 proceedings and \$363 sale

Several of Zach's engagements have earned industry-wide recognition including 2017 Corporate Transaction of the Year (Atlas Turnaround Awards) and 2019 Large Turnaround of the Year (TMA)

Prior to joining Portage Point, Zach was an investment banker at Moelis and Company in New York where he advised debtors, creditors and equity holders on a wide-range of restructuring transactions covering a variety of industries

Zach graduated Summa Cum Laude with a Bachelor of Science from the Kelley School of Business at Indiana University and was a member of the Investment Banking Workshop. Zach holds his series 79 and is a member of the Turnaround Management Association



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