NOVO ADVISORS®

About Novo Advisors

Novo Advisors specializes in business turnaround and performance improvement for middle-market companies. When businesses reach critical inflection points, Novo brings expertise and a fresh perspective to navigate these challenges.

Through listening and analysis, our team immerses itself in the business to tailor solutions for sustainable change. We also provide interim management, value creation, transaction advisory, and forensic and dispute advisory services. Our deeply credentialed professionals work seamlessly with our turnaround and performance improvement teams.

Drawn from top-tier firms, Novo Advisors' professionals bring decades of experience in financial planning, data analytics, and operational leadership. With a commitment to collaboration and high standards, Novo Advisors consistently delivers optimal outcomes.

Why Novo Advisors

Our People
Our team has decades of experience at top-tier firms across most industries and functions. Whatever your business niche, we have the right person to navigate challenges.

We Listen & Learn
We prioritize active listening and immerse ourselves into your business and the situation at hand. We believe it's essential to understand your challenges as we begin to develop solutions.

Deep Dive Analysis
We will take a deep dive into your financial statements. This allows us to understand the numbers and ask questions to learn your business quickly. We build our work product off these analyses to ensure our conclusions are strong, credible, and based on facts.

Our Efficiency
Your challenges are mission critical. Once we establish a foundational understanding, we'll begin offering impactful recommendations within the first 30-45 days of engagement.

Awards & Recognition

Section 363 Sale of the Year ($100MM to $250MM)
Royal Paper, LLC to Sofidel America Corp.
2026

Sandeep Gupta Turnaround Professional of the Year
2025
Small Transaction of the Year GigaMonster Networks LLC
2024

Claudia Springer Chapter 11 Trustee Appointment
2025

Turnaround Consulting Firm of the Year
2025

Transaction of the Year Kimco Facility Services
2024

Case Studies: Specialty Finance & Lending

NEWFOUND RENTALS

Equipment Finance & Leasing Company

Engaged as Financial Advisor amid eroding borrowing base eligibility and a breakdown in shareholder confidence

- Rising delinquencies and ineligibles strained the borrowing base after the Company expanded into trailers, away from its core of residential sheds.
- Lacked industry-standard reporting for loan history, payment performance, and loss curves, which strained lending relationships.
- Majority equity holder lost trust in founder-management and declined further capital; Novo Advisors developed options for full lender repayment and equity recovery.
- Analyzed bank-level cash activity and built a contract-level break-even analysis, demonstrating insufficient volume to sustain the business.
- Facilitated a negotiated wind-down, splitting equity proceeds and incentivizing management to self-perform collections.

Subprime Automotive Lender

Engaged as CRO following a failed multi-branch expansion and portfolio deterioration

- Expanded rapidly from two to seven branches over two years without adequate supervision, loosening underwriting standards and weakening collections.
- Shuttered the five new branches and consolidated all collections into the two original locations.
- Portfolio continued to deteriorate amid an understaffed collections department and a disruptive systems platform change.
- Developed a short-term liquidity forecast to support senior lender financing negotiations and reorganized the collections team to improve productivity, accountability, and recovery values.
- Executed a sale of ~50% of the loan portfolio and migrated the remaining loans to a third-party servicer.

1st Heritage CREDIT

Consumer Installment Lender

Engaged as Financial Advisor following covenant breaches driven by portfolio underperformance

- Higher-than-forecasted portfolio losses, stemming from lax underwriting and collection standards, led to breaches of several financial covenants with the senior secured lender.
- The Company engaged an investment banker to refinance its existing senior secured credit facility.
- Performed a detailed portfolio evaluation to assess whether recent changes to underwriting standards and collections processes were effective.
- Analyzed KPIs to ensure management and stakeholders received timely, meaningful data on branch-level and overall portfolio performance.
- Evaluated processes and procedures to ensure adequate oversight and compliance across the reporting structure.

EXWORKS CAPITAL

Senior Secured Debt Fund

Engaged as Financial Advisor to the Receiver amid portfolio collapse and liquidity strain

- A lack of credit standards and poor portfolio monitoring drove a significant performance downturn, while liquidity tightened as the Company funded underperforming accounts to support turnaround efforts.
- Developed borrower-level strategies to return loans to performing status or refinance and sell the underlying notes.
- Partnered with investment bankers and brokers to sell or refinance notes individually and in pools, supported by funding request documentation.
- Monetized previously foreclosed assets including real estate, artwork, machinery, and foreign security instruments.
- Led negotiations across multiple cross-border insolvency proceedings, including U.K. administrations and a Swiss moratorium.

mbia

Monoline Bond Insurance Provider

Engaged as Financial Advisor amid sub-prime mortgage exposure and the threat of a Rehabilitation proceeding

- Increased mortgage bond positions ahead of the 2008 recession, compounded by lax underwriting among loan originators, exposed the Company to billions in losses.
- The U.S. housing market collapse created sub-prime bond liability and raised the likelihood of a Rehabilitation proceeding.
- Evaluated the structured and municipal portfolios to support splitting the business into municipal bond insurance and other operations.
- Built loss reserve models on stressed credits and negotiated commutations, asset sales, and litigation to reduce expected losses.
- Presented remediation strategies and reserve models to the New York Department of Financial Services.

GemCap
We finance stuff.

Direct Lender

Engaged as Financial Advisor to the Subordinated Lender after defaults left the Company over-advanced and unprofitable

- Pursued larger credits than historical practice to scale, but a rapid decline following several large-credit defaults left the Company over-advanced and operating at a loss.
- The senior lender declined to contribute additional capital to fund new loans.
- Assessed the portfolio and identified ~$50 million of non-performing loans, largely in long-term litigation with no clear path to recovery.
- Built a dynamic 13-week cash flow forecast illustrating liquidity needs under multiple operating scenarios.
- Developed an operating model letting stakeholders weigh the business plan against alternatives, including portfolio sale, refinancing, and liquidation.