



# Lazy Days' R.V. Center, Inc.



**ON DECEMBER 22, 2009, LAZY DAYS' R.V. CENTER, INC. EMERGED FROM BANKRUPTCY. THE COMPANY SUCCESSFULLY EXCHANGED \$137 MILLION OF UNSECURED NOTES INTO 100% OF REORGANIZED LAZYDAYS' COMMON EQUITY, WHILE SATISFYING TRADE CREDITOR CLAIMS IN FULL. MACQUARIE ACTED AS FINANCIAL ADVISOR TO THE COMPANY.**

## DEAL OVERVIEW

- Macquarie was retained in November 2008 to assist Lazy Days' R.V. Center, Inc. ("Lazydays") in restructuring negotiations with its senior secured floor plan lenders and unsecured noteholders
- Following extensive negotiations, on November 5, 2009, Lazy Days' R.V. Center, Inc. filed for bankruptcy with the support of its floor plan lenders and an ad hoc committee representing approximately 82% of its bondholders by value on a pre-packaged plan to restructure its debt
- Annual cash interest costs were reduced by approximately \$16.2 million through the elimination of bond interest payments
- Lazydays successfully consummated its pre-packaged bankruptcy in less than 50 days, emerging on December 22, 2009
  - The Company exchanged \$137 million of unsecured notes into 100% of reorganized Lazydays' common equity, while satisfying trade creditor claims in full
  - The existing floor plan lenders provided DIP financing during the chapter 11 process and provided a new floor plan facility upon emergence
  - The ad hoc committee of noteholders invested \$10 million of incremental capital (in the form of convertible preferred stock) into the reorganized Company upon emergence from bankruptcy

## KEY CONSIDERATIONS

- Economic downturn severely impacted the Company given its highly leveraged profile and the discretionary nature of its offerings
- Prior to Macquarie's involvement, the Company did not have a well-diligenced business plan and had continually missed estimates
- After a review and construction of a bottoms-up business plan and projection model, the Company was able to effectively communicate the need for a debt restructuring to creditors
- A pre-negotiated restructuring plan was initiated whereby key noteholders were approached with an initial proposal to reorganize the Company and convert debt to equity
- The Company subsequently negotiated with existing secured lenders to support the plan reorganization and provide additional liquidity
- The Company moved quickly through the bankruptcy process with minimal impact on trade credit and the underlying business fundamentals