



Mateo A. Perez

Director

Mateo Andres Perez is a trained economist and turnaround and restructuring professional with expertise in the healthcare industry. His experience extends from operations management and financial restructuring to all aspects of distressed M&A (sourcing, diligence, balance sheet optimization, ABC – assignment in the benefit of creditors – integration/separation planning and execution).

Mateo has worked with public, private, and not-for-profit companies across the healthcare continuum including specialty practices, medical devices, digital therapeutics, hospital systems, pharmaceuticals (pharma) and insurers.

Throughout his career, Mateo has advised companies in the broad range of the middle market across the US, UK, EU, Latin America and Asia (Japan, Hong Kong, India).

Prior to joining Gibbins Advisors, Mateo founded MAPR Advisory – a lower middle market firm specialized in distressed M&A and turnarounds and bankruptcy, including sub-chapter V. Before that, he was a Director at KPMG and FTI Consulting.

Other Career Highlights:

- Headed debt restructuring for PE-backed dermatology practice network by designing and implementing operational forecast process, EBTIDA improvement initiatives tracking, producing adjusted covenant proformas for bank negotiations;
- Assisted pharma \$300M acquisition of distressed manufacturer of ingestible chip-pills (to monitor medication effectiveness) under Ch-7 asset sale: devised manufacturing and distribution stand up plan as well as synergy tracking;
- Performance improvement services to series-B backed health insurance online payment system to grow revenue 10% YoY;
- Set up integration strategy (operating model and debt strategy) for one of the largest LatAm pharma companies with global footprint in most recent and largest acquisition in Mexico and the US;
- Created revenue model (market sizing, customer segmentation, probability of adoption, competitive landscape, etc.) for developer of digital therapeutic to treat cognitive disorders (US/EU/Asia);
- Quantified revenue fundamentals, market trends, customer and competitor analysis for fronting insurance target company;
- Calculated stranded cost for US insurance company carving out its Chile operation.

Education:

Mateo has an undergraduate degree in economics and applied mathematics from CIDE in Mexico City and a master's economics from Vanderbilt University; He is working towards his Certified Insolvency & Restructuring Advisor (CIRA) and as a seasoned distressed M&A practitioner is a member of the Association for Corporate Growth (ACG) chapter in Miami, FL. Mateo is fluent in Spanish, Portuguese and French languages.

OVERVIEW

- Career professional in transformation, turnaround and restructuring with deep expertise in healthcare
- Proven success in designing and delivering cross-functional, cross-border initiatives
- Expert in distressed M&A

KEY SKILLS & EXPERIENCE

- Operational turnarounds;
- Restructuring & crisis management;
- Insolvency / bankruptcy;
- Strategic planning;
- Program / change management;
- Performance improvement;
- In/organic growth;
- Distressed M&A;
- Commercial/Ops diligence.

SPECIALIST INDUSTRIES

- Specialist in healthcare including:
 - Hospitals; - Pharma
 - Medical Devices; - Insurers
 - Digital therapeutics;
 - Specialty practices;
- Experience covers the public, private, and not-for-profit sectors in the US, the EU LatAm, and Asia

CERTIFICATIONS & ASSOCIATIONS

- CIRA, in progress
- DELF-B2 (French certificate)
- Member of ACG, global and Miami chapter and the Association of Insolvency and Restructuring Advisors (AIRA)