

Gus Tertigas - Senior Vice President, Turnaround and Restructuring Strategy



Gus Tertigas
Senior Vice President

Office Tel: +1 416 932 6247
Mobile: +1 416 723 8627

gus.tertigas@parthenon.ey.com

100 Adelaide Street West
Toronto, Ontario
M5H 0B3

ey.com/ca/restructuring
ey.com/parthenon

► Profile

- Gus Tertigas is a senior vice-president with Ernst & Young Inc.. He is a Chartered Professional Accountant, Chartered Insolvency and Restructuring Professional and licensed as a Licensed Insolvency Trustee.
- Prior to joining EY in 2012, Gus was with RSM Richter Inc. for 22 years.
- Gus is routinely engaged in Canada and the United States to represent debtors, secured creditors and other stakeholders. His experience working for various constituents allows him to understand the key issues relevant to each stakeholder group, enabling him to facilitate successful turnarounds, whether in the context of formal or informal restructuring proceedings. Gus has acted as consultant, Receiver/Manager, Bankruptcy Trustee, CCAA Monitor and Information Officer in various financial restructuring matters.

► Relevant experience

- He has acted as Financial Advisor to various employee groups including the Pensioners and Terminated Employees of Sears Canada; the Public Service Alliance of Canada; the Pensioners, Terminated and Disabled Employees of Nortel Networks (union and management); the Salaried Retirees for Stelco Inc.; the Air Canada Flight Attendants, and the salaried employees of Catalyst Paper. In addition, he has acted as Financial Advisor to The Segal Company, Mercer and Morneau Shepell in their capacity as wind-up administrators of various pension plans.
- Gus has led a number of operational reorganizations in the retail, automotive, mining and agricultural sectors. These mandates have involved the implementation of cost saving initiatives, rationalization of non-performing divisions and divestiture of non-core assets. Gus works closely with the firm's M&A group to develop sale processes that maximize realizations and satisfy the requirements of the various stakeholders and the Courts. Gus has assisted in the development of sale processes (Canadian and Cross-border) that involve credit bids by stakeholder groups, management buy-outs, stalking-horse transactions and 363 sales pursuant to the US Bankruptcy Code.
- He has also been involved in a number of significant retail restructurings including The Bargain Shop; Linens 'N Things; Dylex Limited; T. Eaton Company Ltd.; Cotton Ginny; Bowrings and Saan stores; in addition to a number of privately-appointed consulting mandates. Each of these mandates involved significant cross-border sale processes including stalking-horse, credit-bidding and auction mechanisms in order to maximize realizations to stakeholders.

► Education and memberships

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| ► Licensed Insolvency Trustee (2000) | ► Bachelor of Arts, University of Toronto (1990) | ► Member of Turnaround Management Association |
| ► Chartered Insolvency Restructuring Professional (1999) | ► Bachelor of Science, University of Toronto (1990) | ► Member of Chartered Professional Accountants of Canada, and of Chartered Professional Accountants of Ontario |
| ► Chartered Professional Accountant, Ontario (1993) | ► Member of the Canadian Association of Restructuring and Insolvency Professionals | |