



PHILIP KAESTLE

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CONSUMER PRODUCTS & RETAIL EXPERTISE

- Interim Chief Financial Officer to a nationwide discount retail chain where he developed a series of financial planning tools to identify opportunities for improved operational efficiency. SCP assumed control during a Chapter 11 process and managed to sell certain stores through a 363 sale, resulting in full repayment to the senior lender.
- Financial advisor to a building materials wholesaler where he developed a liquidity forecast and financial projection model to support the negotiation of an amendment to its borrowing base structure, which provided for increased liquidity during the COVID-19 pandemic.
- Financial advisor to a fashion forward retailer where he managed an orderly wind down of the business and the eventual sale of the company's remaining assets through a Chapter 11 process, resulting in full repayment to the lender.
- Financial advisor to a wholesale t-shirt and athletic wear retail company where he successfully raised additional senior debt to fund expansion by rebuilding the existing projection model and cash flow forecast.
- Interim Chief Financial Officer to an ethnic grocery store chain. Key responsibilities included cost reductions, vendor relations and cash management. He implemented a \$12 million restructuring within a three-month timeframe which stabilized the business and allowed for a sale and subsequent recapitalization.
- Interim Chief Financial Officer to a color marketing manufacturing company where he executed a series of cost reductions and operational improvements to increase profitability despite a challenging operating environment. He also assisted with the sale of the company, resulting in full repayment to the senior lender.
- Provided interim management, financial and operational restructuring advisory services to a musical instrument manufacturing company where he successfully integrated the acquisition of a major division of a major competitor and restructured the debt with lenders.

PHIL'S GENERIC BIOGRAPHY

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