



PHIL KAESTLE

Managing Director

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## CONSUMER PRODUCTS & RETAIL

- 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 served as Chief Restructuring Officer during a Chapter 11 process and managed to sell certain stores through a 363 sale, resulting in full repayment to the senior lender.
- Interim Chief Financial Officer to a manufacturer of women's swimwear where he evaluated strategic alternatives, prepared for an expedited sale process as well as the eventual disposition of the company's remaining assets, which resulted in full repayment to the senior lenders.
- 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.
- Chief Restructuring Officer and 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.
- Chief Restructuring Officer and 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.
- Financial advisor to a beauty and personal care contract manufacturer where he developed a series of financial planning tools to identify opportunities for improved operational efficiency and to facilitate negotiations with 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.
- Lender advisor to a retail grocery platform where he developed a liquidation analysis, quantified potential WARN and PACA exposure and provided strategic guidance to the senior lender.