



PHIL KAESTLE

Managing Director

pkaestle@scpllc.com

## INDUSTRIALS & MANUFACTURING

- Interim President and Chief Financial Officer to a dental laboratory manufacturing company where he rebuilt management and finance teams and significantly reduced operating expenses through a series of strategic initiatives despite a volatile operating environment before selling the assets of the business through a UCC Article 9 sale.
- 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 luxury yacht manufacturer where he developed a liquidity forecast tied to a boat-level production schedule to extend runway, and ultimately sold the assets of the company through a competitive process resulting in full repayment to the senior lenders.
- 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.
- Financial advisor to a nutrition product manufacturer where he developed a liquidity forecast and financial projection model to support multiple rounds of negotiations with the senior lender. SCP helped the company transition to a co-manufacturing facility which drove margin improvement and resulted in increased run rate profitability.
- Financial advisor to a diversified industrial service provider where he successfully raised incremental senior debt through a refinancing of the company's existing capital structure during the COVID-19 pandemic.
- 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.
- Financial advisor to a manufacturer of wholesale pies where he managed an orderly wind-down of the business and the eventual sale of the company's remaining assets through a receivership, resulting in full repayment to the senior lender.
- Financial advisor to a steel broker and trader where he conducted a detailed collateral review.
- Underwrote a \$40 million equity investment in a diversified manufacturer of precision-engineered aerospace components.