

## Kyle Richter

Managing Director – Corporate Finance

Boston

### Contact

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### Industry Experience

Advertising & Media

Construction

Distribution

Manufacturing

Retail & Consumer

### Experience

Kyle Richter has over 20 years of experience providing financial and operational consulting services to publicly and privately held companies in a variety of industries. Mr. Richter's assignments have included interim management roles as CRO and acting CFO as well as performing senior financial management functions for client companies with an emphasis on developing and implementing turnaround business plans, assessing strategic alternatives, financial analysis and due diligence, assessing and managing liquidity and restructuring debt both out-of-court and in Chapter 11 reorganizations.

Representative engagements include:

- Assessed the liquidity needs and developed a financial and operational turnaround plan for a \$1 billion dairy food consumer products company that enabled them to secure short-term funding and ultimately recapitalize the business
- Assessed liquidity needs and financial performance for a \$2 billion eCommerce retailer with 15 brands that also operates a chain of retail stores
- Assessed a business plan for \$450 million global supplier of precision photonic components and subsystems to OEM's and advised them through a Chapter 11 reorganization plan that ultimately reduced debt from \$210 million to \$107 million through a rights offering and debt to equity conversion
- Assessed the business plan, managed cash and analyzed strategic alternatives for a \$350 million dollar seafood fishing and processing company and advised them through the successful negotiations and out of court sale to a strategic buyer that required third party consents from all senior and junior stakeholders
- Acting CFO for a baby portraits company, where he developed and implemented operational and financial improvements that enabled the company to reduce costs, secure additional funding, and restructure its debt
- Developed a restructuring plan for a \$100 million cookie and snack food franchisor and advised it through a prepackaged bankruptcy that successfully converted \$200 million in public unsecured notes to equity

### Education and Affiliations

M.S. and M.B.A., Northeastern University

B.B.A., Skidmore College

Certified Public Accountant (CPA)

Certified Insolvency and Restructuring Advisor (CIRA).