



Leading Distressed to Success

4217 Quail View Rd.
Charlotte, NC 28226

www.cratosadvisors.com

Richard Kennedy, CTP

Director

704-607-6602
rkennedy@cratosadvisors.com



Richard is a Director with Cratos Advisors in Charlotte, NC and has thirteen years of distressed situation advisory experience. He has served companies in multiple positions across a variety of industries, geographies and ownership structures successfully managing a wide range of operational, financial and strategic restructurings.

Most successful restructurings require quickly identifying and executing the core initiatives while eliminating the unnecessary commotion. Often these situations involve overleveraged balance sheets, insufficient working capital, inefficient operational structures, inappropriate management information, dysfunctional leadership teams, and/or a lack of clear direction. Richard has experienced these circumstances on multiple occasions and among other tasks renegotiated first and second lien debt structures, re-engineered manufacturing and administrative processes, developed management reporting for improved decision-making, led strategic planning sessions, revamped product and pricing strategies, and led acquisitions and divestitures. The ultimate goal of these tasks always being the creation of enterprise value for companies which at their core have a reason to exist.

While managing engagements Richard has not only served as a general advisor but also as an interim Chief Restructuring Officer and a Chief Financial Officer reporting to the Board of Directors and/or family, private equity, or lender represented shareholders. As an interim CFO, he successfully restructured a \$140MM private equity owned food distribution company as well as assisting with the full payout and exit of a \$50MM first lien holder owned plastics company. As a management advisor, Richard also assisted in the restructuring of a \$130MM private equity owned flooring company which allowed the PE group to retain it as a top performing portfolio company.

Additionally, circumstances sometimes require the use of the bankruptcy or Article 9 codes with which he also has experience. Richard draws on engagement experience across many industries including: light and heavy manufacturing, distribution, construction, agriculture, beverage, oil and gas, utilities and automotive.

Richard graduated from Wake Forest University with a B.S. in Business Administration concentrating in Finance and obtained an M.B.A. from the University of Georgia with a concentration in Corporate Finance and Entrepreneurship. He is a Certified Turnaround Professional, and serves on the Board of Directors of the Carolinas Chapter of the Turnaround Management Association.