



ABHI GUPTA

T 646.277.8803

E abhigupta@hcg.com

**BUSINESS ADVISORY
MANAGING DIRECTOR**

- Abhi Gupta has fifteen years of experience providing financial and management consulting services to enhance profitability and liquidity at both public and private companies across varying situations and growth stages. He has provided advisory services to firms in the food processing, forestry, steel, telecommunications, engineering & construction, financial services and manufacturing industries.
- Prior to joining Huron, Abhi was a Director at Conway MacKenzie, where he was responsible for managing all aspects of client engagements that included business plan development, liquidity and working capital management, lender and vendor negotiations, profitability enhancement, financial and strategic analysis and reporting, process improvement and management coaching.
- **Representative examples of Abhi Gupta's engagement experience include:**
 - Interim CFO for a PE-owned \$500M CPG company; led the annual operating plan process and liquidity management.
 - Deputy Chief Transformation Officer for a \$500M energy drinks brand to provide liquidity management and enhancement, business planning, financial reporting, vendor negotiations, employee incentive plan development, support the capital markets process and credit agreement negotiations. Led cost savings initiatives leading to annualizing EBITDA impact of over \$30M.
 - Deputy Chief Restructuring Officer for a \$2+Bn custom food logistics company: negotiated customer accommodation negotiations along with successfully navigating through the COVID 19 crisis to facilitate a loan to own strategy by PE sponsor
 - Interim CFO for a PE owned \$100M food processing company; led vendor negotiations and initiatives to improve product-level profitability and streamlined operations, which resulted in over \$2M in annualized savings
 - Served as financial and operational improvement advisor to a leading private label and contract manufacturing pretzel snack manufacturer to assist with profitability, capacity and production optimization analysis and implementation that resulted in the approval of expanding annual capacity by approximately 40%
 - Served as financial advisor to a Wisconsin based privately held vegetable processing company and assisted with business plan development, liquidity forecasting and lender negotiations that resulted in a successful forbearance agreement with the lender group followed by an exit from the work out group of the banks
 - Assisted a family owned and run, leading Chicago based food catering company with cash management, business plan development and lender negotiation
 - Served as financial advisor to the lenders of a New Jersey based leading specialty foods processing and distribution company to assist with forensic investigation, business plan validation and liquidity oversight
- **Education and Certification**
 - Masters in Business Administration, Leonard N. Stern School of Business at New York University
 - Chartered Accountant (India)
 - Bachelor of Commerce, Mumbai University
 - Certified Insolvency and Restructuring Advisor (2015 silver medal awardee)
 - Certified Turnaround Professional
- **Professional Associations**
 - Turnaround Management Association
 - Association of Insolvency and Restructuring Advisors