

Callum Fyfe - CV



Callum Fyfe
Director
Teneo

Callum is a Director with Teneo in London, having joined as part of its purchase of Deloitte's UK Restructuring Services business in 2021. He has over 10 years of experience supporting underperforming or financially distressed corporates, across a diverse range of sectors.

Callum specialises in providing hands-on support to executive management teams in order to diagnose and address root causes of financial underperformance, support M&A and refinancing processes, and navigate periods of crisis, turnaround and restructuring. Recent sector experience includes consumer & industrial products, financial services, hospitality & leisure, and business services.

Callum is a Chartered Accountant, and his experience includes secondments both to a UK-based industrials group and to the Portfolio team of a UK private equity house.

Selected Project Experience

- Sova Capital Limited (in Special Administration) – operational support to the special administrators to a Russian market focused investment bank, including engaging with trading counterparty stakeholders to establish and manage their respective positions.
- Project Panther – hands-on liquidity management/forecasting support to the executive management team of a global multi-site leisure business suffering the trading performance impacts of COVID-19 related closures.
- Project Ruby – hands-on support to the management team of a global multi-site fitness business in financial distress as a result of the COVID-19 pandemic, including supporting stakeholder negotiations and the restructuring of financial and operational obligations.
- Project Harp – financial advisor to the syndicated senior lenders to a global agricultural commodities trading and financial intermediary group in the context of a wider financial restructuring delivered via a UK Scheme of Arrangement.
- Doncasters Group – secondment to a multi-site manufacturer of industrial products for aerospace, IGT and automotive applications, reporting directly to the Group CEO/CFO:
 - Embedded within the senior leadership team to provide hands-on senior commercial finance support in respect of on-going turnaround and M&A activities, including supporting significant non-core divestitures;
 - Led multi-site divisional reforecast and business planning exercise, and designed & implemented a 'fit for purpose' KPI reporting programme and management information to support the turnaround of underperforming sites;
 - Led short-term cash management initiatives and supported the forecasting of medium-term liquidity requirements and the raising of a new working capital facility;
 - Supported the Chief Restructuring Officer through the financial restructuring of debt in excess of £1.2bn, leading to the ownership of the business transferring to Senior Lenders, implemented through a UK Scheme of Arrangement and pre-packaged administration.
- Project Inception – financial advisor to the syndicated senior lenders to a global business services & outsourcing group, culminating in a consensually-delivered debt-for-equity swap.

Callum Fyfe – CV (continued)



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Selected Project Experience (continued)

- Abraaj Investment Management Ltd – hands-on senior finance support within an emerging markets PE fund trading in Liquidation:
 - Implemented a liquidity management and forecasting framework, to provide a stable platform to support M&A processes;
 - Developed and implemented operating cost rationalisation initiatives;
 - Led discussions with key external stakeholders to ensure operational continuity and support value preservation.
- Project Modena – review of business plan and liquidity position on behalf of the lender to a European wholesale business suffering from a decline in trading performance.
- Project Unicorn – financial advisor to the senior lenders to a financial sponsor in respect of its investment in a \$1bn multinational industrials group.
- LDC – seconded Portfolio Manager, supporting portfolio companies facing operational challenges or in preparation for exit:
 - Supported portfolio CEOs/CFOs with business planning, liquidity management and Board reporting;
 - Led M&A and debt refinancing processes, including FP&A support in preparation of investor marketing materials and preparation of management teams for investor presentations;
 - Supported pricing and standard costing initiatives at a £100m media business, and a divisional carve-out from a £170m further education service provider.