

LEADERS OF INFLUENCE: Investment Bankers



THE INITIAL “KICK OFF MOMENT” FOR MANY OF THE REGION’S GREATEST BUSINESS SUCCESS STORIES CAN BE traced back to the meetings that entrepreneurs had with forward-thinking, insightful and creative investment bankers.

These are the experts that really get our great ideas and concepts on the right track. The best of them will wear multiple hats, providing incredibly valuable guidance and advice while helping their clients raise money in the capital markets.

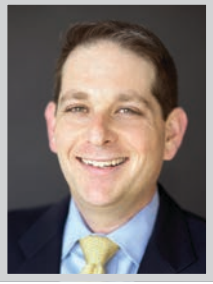
The right investment banker does more than provide an infusion of cash for your business. He or she – and the institution they represent – can genuinely prepare your organization (with the right resources, capital and guidance) for the next level of growth and beyond.

Welcome to the 2021 installment of our annual roundup of some of the best and most successful investment bankers in the region. In these pages, you’ll find profiles describing many of the genuine leading lights in a profession that has become more important than ever – and a snapshot of what makes them great.

Congratulations to the trailblazing professionals who made this list and thank you for your contributions to the local business community’s success.

Methodology: The professionals featured in these pages did not pay to be included. Their profiles were drawn from nomination materials submitted to the Los Angeles Business Journal. Those selected for inclusion were reviewed by the editorial department and chosen based on a demonstration of impact made on the profession and on the Los Angeles community.

LOI: INVESTMENT BANKERS

**ADAM ABRAMOWITZ**

Managing Director, Co-Head of Healthcare
Intrepid Investment Bankers

Adam Abramowitz is a co-founder and managing director at Intrepid as well as the co-head of Intrepid's Healthcare Group. His journey in investment banking started as a 16-year-old high school summer intern at Barrington Associates (Intrepid's predecessor). After several summers interning at Barrington during college, Adam joined Barrington full-time as an entry-level analyst in 2001, where he learned the fundamentals of investment banking. He subsequently rose through the ranks and gained invaluable hands-on experience advising middle-market business owners in their M&A transactions.

In 2010, Abramowitz enthusiastically jumped at the opportunity to start Intrepid and become a driving force supporting the firm's growth. In addition to continuing his M&A practice advising middle-market business owners, as a co-founder of the firm, Abramowitz played a key role on Intrepid's Management Committee in building out the strategies, systems, and talent to ensure Intrepid is positioned for long-term success.

**KAMAL R. BAJORIA**

Managing Director,
Financial Institutions Investment Banking
Wedbush Securities

Kamal Bajoria is a managing director at Wedbush Securities, covering financial services companies, including traditional and digital banks, tech-enabled mortgage and consumer lenders, FinTechs and other financial institutions. He is also an internal advisor and banker on corporate finance matters to Wedbush Securities' parent company.

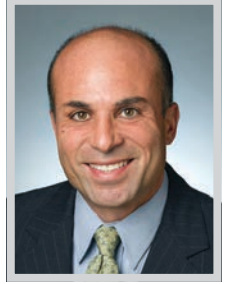
Bajoria is a trusted and innovative advisor to his clients and has represented a diverse set of financial services companies (including several repeat clients) on 100+ transactions totaling over \$15 billion in value. Since the advent of the novel coronavirus pandemic, he has been an active advisor to community and regional banks in California and nationwide through his involvement on ten bank capital raising transactions totaling \$1.4 billion in value. Over the same period, Wedbush's financial institutions group has also co-managed 35+ transactions for non-bank financial services companies with a total deal value exceeding \$7 billion.

**KEVIN BERSON**

Merger and Acquisition Advisor
Seapoint Business Advisor

Kevin Berson is an experienced M&A advisor with Seapoint Business Advisors, helping business owners of lower-middle market firms (\$5 million - \$100 million in revenue) sell their businesses for optimal value and terms. Berson has 25 years of experience across M&A advisory, business development and Big 6 consulting roles.

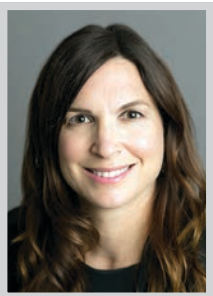
Over the past 12 months, Berson has completed successful M&A transactions for a global lifestyle e-commerce firm and a home services provider. For both deals, he helped structure controlled auction processes that resulted in clients selling their businesses to Private Equity buyers, achieving valuations that far exceeded sellers' expectations. Berson's clients repeatedly report that he does an exemplary job preparing the businesses for sale, often getting involved several years before the client is ready to sell, to advise on actions that can be taken to ultimately increase valuation and reduce perceived risks.

**DAVID BONROUHI**

Managing Director
Calabasas Capital

David Bonrouhi has 25 years of experience in investment banking and private equity. Prior to forming Calabasas Capital, in partnership with its broker-dealer affiliate Fallbrook Capital, in 2009, Bonrouhi worked at Merrill Lynch, UnionBanCal Equities, Blue Line Capital, and Hunter Chase. What makes him unique is his candor (he tells it like he sees it) and ability to close deals, which is no easy accomplishment at the lower end of the lower mid-market.

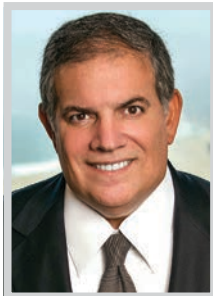
Calabasas Capital's clients tend to be small, privately-held (often family-owned) businesses with revenues ranging from \$10 million to \$100 million. For the past five years, Bonrouhi has been on the board and has served as the sponsorship chairman of the 101 Corridor Chapter of the Association for Corporate Growth. He is also active with Provisors, where he is on the Executive Committee of Provisors' two core M&A groups.

**DIANE CABO**

Managing Director
CriticalPoint Partners

Diane Cabo is a managing director at CriticalPoint Partners, an M&A advisory firm focused on unlocking business value and driving growth for clients in the middle-market. Since joining the investment banking team in 2016, Cabo has advised owners on mergers and acquisitions and debt and equity raises with a specific focus on originating and executing merger and acquisition transactions.

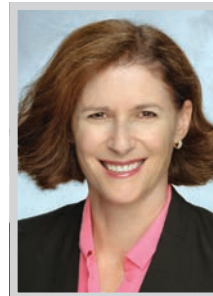
Cabo's highly-skilled level of execution and ability to close complex transactions is highly regarded by clients and has closed on over \$1.7 billion of transactions across apparel, consumer goods, building products and manufacturing. Cabo combines her ability to deliver results with a deep commitment to building trusted relationships with business owners, building on her more than fifteen years of investment banking experience advising clients at WestPark Capital and Greif & Co.

**ALEXANDER CAPPELLO**

Chairman & CEO
Cappello Global LLC

Alexander Cappello founded Cappello Global over 47 years ago, one of the oldest and most respected independent investment banks, with its principals completing over \$155 billion in transactions in 50+ countries. Cappello is a long-time director and/or past lead director or chairman of Cheesecake Factory and Virco Manufacturing, and was recently named to the board of Navidea Biopharmaceuticals and several other public companies in the US, UK and Europe. He has served on three bank boards as a co-founder and many non-profits.

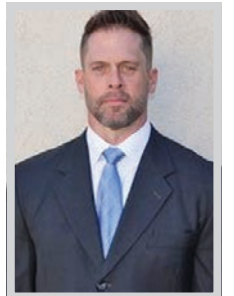
An experienced speaker and author, Cappello has been a guest lecturer at the USC, UCLA and Harvard business schools, as well as numerous YPO, WPO, YEO and CEO International Universities and business conferences. In 2006 YPO honored him by naming one of its highest global recognitions awards the Alexander L. Cappello Annual Award. He is a contributing author of the published book, *The New Investor Relations*.

**SHERRY CEFALI**

Managing Director
Duff & Phelps, A Kroll Business

Sherry Cefali is a managing director in the Transaction Opinions business unit and is the head of the Kroll/Duff & Phelps' Los Angeles office of approximately 100 people. She is also a member of the firm's Fairness & Solvency Opinion Senior Review Committee. Cefali has been with Duff & Phelps for 30 years, advising companies and boards, rendering fairness opinions and solvency opinions and determining valuations of companies and securities. In addition, she is director on the board of RF Industries, chairs its compensation committee and serves as a member of the audit committee.

Among Cefali's transactions in the last 12 months are a solvency opinion in connection with the spin-off of Victoria's Secret by L Brands (who changed its name to Bath & Body Works) and a fairness opinion to the board of Chiasma, Inc. in connection with its sale to Amryt Pharma PLC.

**MATT DAWSON**

Managing Director
William & Henry Associates

Matt Dawson is a managing director with William & Henry Associates and possesses over 15 years of financial advisory and corporate finance experience. He has participated in a variety of engagements, including mergers and acquisitions, private capital placement and strategic advisory services. He has worked with companies in numerous industries, including healthcare; consumer products; agriculture and food research; maintenance, repair and overhaul (MRO) services and electronics. Recently, Dawson led the day-to-day execution on the sale of Enrollment123 to Housatonic; the sale of Lunada Bay Tile to Saugatuck and the sale Golden State Activewear to AlphaBroder.

Before his investment banking career, he played professional football with teams in the NFL and Arena Football League. He is also the founder/president of Dawson's Peak, a 501(c)(3) whose mission is to inspire personal transformations by pushing the boundaries of human capabilities.



HOULIHAN LOKEY

Congratulations to our colleagues
for their recognition

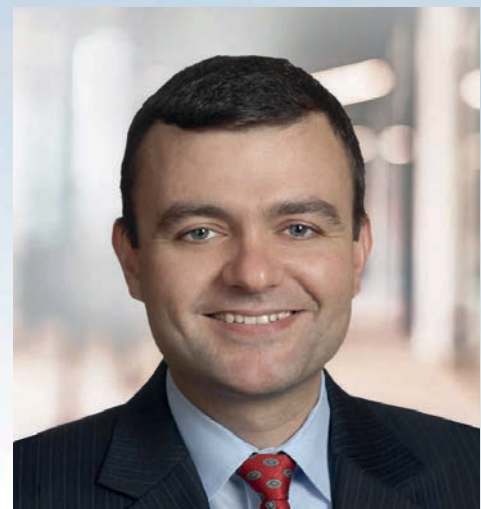
**Leaders of Influence:
Investment Bankers 2021**
by the *Los Angeles Business Journal*



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Investment banking services provided by Houlihan Lokey Capital, Inc., and financial advisory services provided by Houlihan Lokey Financial Advisors, Inc. In the European Economic Area, services provided by Houlihan Lokey EMEA, LLP, Houlihan Lokey (Europe) GmbH, Houlihan Lokey GmbH, Houlihan Lokey S.p.A., Houlihan Lokey (Netherlands) B.V., Houlihan Lokey (España), S.A., and Houlihan Lokey (Corporate Finance) S.M. In Dubai, services provided by Houlihan Lokey (MEA Financial Advisory) Limited; in Singapore and Hong Kong, services provided by Houlihan Lokey (Singapore) Private Limited and Houlihan Lokey (China) Limited, respectively; and in Australia, services provided by Houlihan Lokey (Australia) Pty Limited (ABN 74 601 828 257 AFSL 474053).

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**ARASH FARIN**

Partner and Managing Director
Sage Group

Arash Farin's tenure at Sage began in 2009, when he joined from a bulge bracket investment bank. Since that time, he has led transactions across a variety of industries, including DTC, apparel, jewelry, vitamins and supplements, retail, and experiential entertainment, among others.

Farin exemplifies key attributes which make Sage unique, serving as a collaborator and team player on his transactions. He has also been actively involved in the recruiting process, and enjoys mentoring and training Sage bankers. He is also an active participant in the community around him, serving on the board of Operation Mend, a leading philanthropy providing free medical treatment and mental health services to veterans suffering from various challenges due to their courageous service defending our country.

**CHANNING HAMLET**

Managing Director
Objective, Investment Banking & Valuation

Channing Hamlet is a managing director and co-owner of Objective, Investment Banking & Valuation, a leading investment banking and valuation firm serving the lower middle market, specifically companies with an enterprise value of \$20-\$75 million. Hamlet leads the transaction execution of the investment banking practice and concurrently operates as the head of the business valuation practice. Hamlet is a results-driven executive that has 25+ years of experience advising business owners on management issues, transaction execution and business valuation. He draws from a diverse background that includes direct management experience, strategy consulting, private equity investing, investment banking and business appraisal experience.

As one of the primary transactional bankers at Objective, Hamlet has personally closed over 25 sell-side transactions over the last five years and countless others throughout his career, ranging in size throughout the lower middle market from \$10-\$250 million.

**DAVID IANNINI**

President
William & Henry Associates

David Iannini has over 30 years of investment banking/financial experience. He has held senior positions at Salomon Brothers (Now Citigroup) in New York and Los Angeles, Schroder Wertheim (Now Citigroup), Barrington Associates (now Intrepid), formally a division of Wells Fargo Securities and Greif & Co. During his career, Iannini has executed over 200 transactions for both large capitalization public companies such as Avon Products, Xerox, Eastman Kodak, Toys R Us, Hilton Hotels, Dial Corp., Viad Corporation and Textron as well as for small and medium-size entrepreneurial and private businesses.

Recently, Iannini has closed a number of sale assignments, including the sale of Lunada Bay Tile to Saugatuck, the sale of Golden State Activewear to AlphaBroder, the sale of Affordable Water Heaters to Dubin Clark, the sale of Enrollment123 to Housatonic and the sale of Twin Eagles Grills to Dometic, the third largest public company in Sweden.

**RANON KENT**

Managing Director
Houlihan Lokey

Ranon Kent is a managing director in Houlihan Lokey's Global Business Services group. He is in his 18th year at Houlihan Lokey and has been working in the industry for almost 25 years. He has deep industry expertise in testing & compliance businesses in addition to utility services businesses. Kent founded and developed what has become the leading testing & compliance advisory practice in the US with a particular specialty in food safety. He has advised four leading food safety businesses over the last 12 months including advising Southern California based Hygiene in its sale to German based EW Group in addition to the recent sales of Foodchain ID, FlexX-ray and Registrar Corp.

Kent is one of the senior leaders of Houlihan Lokey's Los Angeles Corporate Finance team of 80 bankers and Business Services team of 27 bankers.



Congratulations for making a great impact on our clients!

Intrepid congratulates Mike, Jeremiah, and Adam for their outstanding leadership in providing best-in-class M&A and capital advisory services to our clients and for being recognized as "Leaders of Influence in Investment Banking" by the *Los Angeles Business Journal*.



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KAMAL BAJORIA FOR
BEING RECOGNIZED BY THE
LOS ANGELES BUSINESS
JOURNAL AS ONE OF THE
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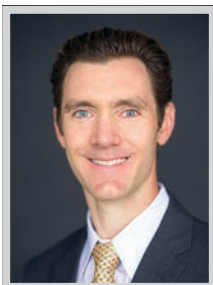
LOI: INVESTMENT BANKERS



SCOTT KOLBRENNER
Managing Director
Houlihan Lokey

Scott Kolbrenner is a managing director, 23-year veteran, and head of Houlihan Lokey's Engineering & Infrastructure services practice. He had recent successes during COVID with the sale of Anser Advisory to Sterling Investment Partners, the recapitalization of TranSystems by Sentintel Capital Partners, an investment in Woolpert by MSD Partners, and many others. He also has long relationships with long-term Los Angeles engineering services firms like Parsons and Tetra Tech.

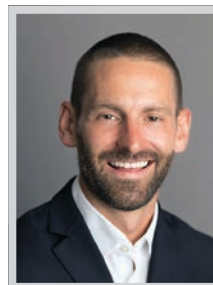
Kolbrenner participates actively in the Los Angeles area and broader business community through the Association for Corporate Growth - Los Angeles for which he previously served as President and currently serves as a co-chair of its Annual Business Conference Committee. He has also been a long time board member of Uplift Family Services at Hollygrove, which helps the most vulnerable children and families in the Metro and South Los Angeles communities.



JEREMIAH MANN
Managing Director, Industrials
Intrepid Investment Bankers

Jeremiah Mann is one of the founders of Intrepid and a managing director at the firm focused on deal execution in the Industrials and Business Services verticals. Mann began his career over 20 years ago as an analyst at Barrington Associates, the predecessor firm to Intrepid. Across the development of Barrington and Intrepid, he led recruiting and training efforts to ensure top level junior bankers were brought into the firms and developed to become excellent investment bankers.

On the deal execution front, Mann has shown unwavering commitment to his clients across process types, from broad auctions to negotiated preemptive deals and shareholder situations. While he excels at bespoke transaction strategy development and implementation, he also demonstrates strong client advocacy and education throughout the process, enabling entrepreneurs and families to fully understand the dynamics and nuances that lead to a great outcome in each unique situation.



RYAN MCDOWELL
Managing Director & Head of Business Development
CriticalPoint Partners

Ryan McDowell is a managing director with CriticalPoint Partners and the head of business development. Since joining the firm nearly four years ago, McDowell has helped shape CriticalPoint into a uniquely multifaceted firm, serving the lower-middle market in a variety of capacities. In addition to advising founder and family-led businesses through a sell-side lens, CriticalPoint Partners also provides institutions and private companies with outsourced business development and M&A services. Because of this breadth of capabilities, the composition of CriticalPoint's personnel looks markedly different than the traditional investment bank.

Led by McDowell, the CriticalPoint Business Development team numbers 15 investment professionals actively seeking opportunities to help companies achieve their M&A goals. This goal-based approach to working with clients is rooted in McDowell's previous career with Merrill Lynch's Private Banking & Investment Group, where he was a partner on one of the largest Private Wealth teams in the country for 11 years.



PATRICE MCNICOLL
Senior Managing Director,
Co-Head of Investment Banking
B. Riley Securities

Patrice McNicoll is co-head of Investment Banking at B. Riley Securities, Inc. McNicoll specializes in structuring and executing various capital market transactions for small and large real estate investment trusts and companies in the energy, technology, biotechnology, and shipping sectors. Under his leadership, B. Riley Securities has earned recognition as the #1 market leader of at-the-market (ATM) issuances and as a dominant underwriter of public senior unsecured notes, including baby bonds and preferred issuances, for non-financial issuers.

Through the first eight months of 2021, B. Riley led approximately \$1.5 billion of corporate debt and preferred stock offerings, including over \$230 million raised through ATM issuances. Under McNicoll's stewardship, B. Riley has served as sales agent in nearly 80% of the unsecured notes and preferred equity ATMs filed from 2015 through mid-2021, and continues to see increasing uptake from its clients for the firm's expertise in structured products.

DUFF & PHELPS
A KROLL BUSINESS

Duff & Phelps, A Kroll Business, congratulates Sherry Cefali, Steve Moon and Farzad Mukhi on being recognized as **Leaders of Influence: Investment Bankers** by the *Los Angeles Business Journal*



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Solvency Opinion



renamed to



has completed the spin-off of



Fairness Opinion



has signed a definitive merger agreement to be acquired by



Sell Side Advisor



has received a strategic investment from



Sell Side Advisor



has been acquired by



Sell Side Advisor



a portfolio company of



has been acquired by



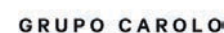
Sell Side Advisor



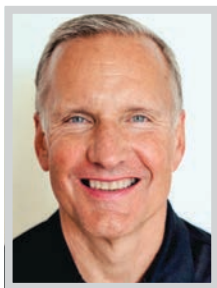
a portfolio company of



has completed a majority recapitalization with



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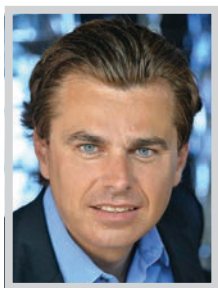


JON MERRIMAN

Senior Managing Director, Chief Business Officer
B. Riley Securities

Jon Merriman serves as chief business officer for B. Riley Financial, as well as senior managing director, investment banking with B. Riley Securities. In this dual role, Merriman works closely with public and private corporations across multiple industry groups, private equity investors, and law firms to leverage the firm's resources, specializing in actively advising high growth public and private companies on complex financing and operational issues.

With over 30 years of experience in the investment banking, brokerage, and trading businesses, he has deep experience in corporate turnarounds, capital markets transactions and growing organizations across a broad variety of industries, including the healthcare, technology and consumer sectors. He also has experience in managing fast-growing organizations. During 2020, Merriman was very active with equity and equity linked solutions for a variety of clients in the technology, media, healthcare and entertainment sectors, including AMC's recent \$2.2 billion ATM financing solution.

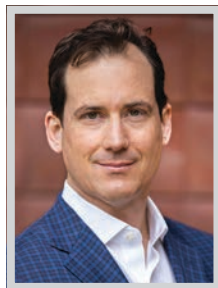


MICHAEL METZGER

Media & Tech Investment Banker
Drake Star Partners

Michael Metzger is a partner at Drake Star Partners, a global media / tech investment bank with 100 professionals across the U.S., Europe and Asia. He advises companies on M&A and growth stage financings and leads the firm's gaming and digital media practice. His recent transactions include the sale of Echtra Games to Zynga, Lightstream to The Vitec Group, FreshPlanet / SongPop to Vivend, EyeEm to NewValue, Slightly Mad Studios to Codemasters, Avira to InvestCorp and nWay to Animoca.

Metzger holds five patents in the field of communications and also serves as the chair and board director of the German American Business Association in Southern California. Previously, Metzger was a senior banker at Houlihan Lokey's TMT Group, principal at MESA Global and a co-founder and principal at Covert & Co. Before that, he held senior management and engineering positions at AT&T, IBM and Mindspeed.



JOEL MONTMINY

President & CEO
Montminy & Co.

Founding his firm in 2010, Joel Montminy has grown his eponymous firm every year since inception, representing over 200 clients in a wide variety of corporate finance assignments. Today, Montminy & Co. has 25 team members, including 15 registered representatives, ranking as one of the largest privately-held boutique investment banks in LA. Montminy leads the firm and spearheads client assignments across the globe, including cross-border and domestic mergers and acquisitions, leveraged and management buyouts, and private placements of equity securities, restructurings, business valuations, fairness opinions and strategic advisory assignments.

In his career, Montminy has personally originated, led and closed over \$6 billion of middle market transaction volume, including over \$2 billion in cross-border transactions in over 30 countries. In the last 18 months, Montminy has personally led and closed \$300 million of middle market transactions across the food, technology, media, health & wellness sectors.



STEVE MOON

Deputy Head of M&A, Americas
Duff & Phelps Securities, LLC

Steve Moon has been with Duff & Phelps Securities for 21 years where he is the deputy head of mergers and acquisitions for Americas. He is also co-head of the firm's Aerospace, Defense and Government Mergers & Acquisitions Group. Moon has 24 years of investment banking and corporate finance experience. He has completed a range of investment banking engagements including mergers, acquisitions, sales, divestitures, recapitalizations, leveraged buyouts, debt and equity financings, strategic alternative reviews and fairness opinions on behalf of private equity firms, public corporations and private company clients.

Among Moon's recent transactions was the sale of Birken Manufacturing for which he advised the shareholders of Birken Manufacturing Company in its sale to Enjet Aero. Among other substantial transactions, Moon also advised the shareholders of Innoflight in a strategic investment from The Jordan Company.



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Objective congratulates Channing Hamlet and Dan Shea on being named LABJ's Leaders of Influence: Investment Bankers for 2020 and 2021.

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**FARZAD MUKHI**

Managing Director, Investment Banking
Duff & Phelps, A Kroll Business

Farzad Mukhi is a managing director in the Los Angeles office of Duff & Phelps, A Kroll Business. He has 17 years of experience in executing mergers and acquisitions and corporate finance engagements, including sell-side and buy-side transactions, leveraged buyouts, divestitures, recapitalizations, debt and equity financings.

Mukhi is a trusted advisor to owners of middle-market businesses that operate in the consumer industry. Over his career, he has developed an expertise within the food, beverage and nutrition segment. Deep understanding of the category and relationships with the buyer community make Mukhi a go-to sellside banker in the region. He is also a Chartered Financial Analyst (CFA) Charterholder and holds the Financial Industry Regulatory Authority Series 79 and 63 licenses.

**NISHEN RADIA**

Co-Founder, Managing Partner
FocalPoint Partners

Nishen Radia is co-founder and managing partner of FocalPoint Partners, a leading middle market investment bank headquartered in Los Angeles, with branch offices in Chicago, New York, and Shanghai. Radia heads the firm's M&A practice. Since its inception in 2002, FocalPoint has grown to become one of the larger middle market investment banks in the country, with approximately 60 banking professionals who deliver a diversified suite of advisory services to clients, including mergers and acquisitions, debt placements, and financial restructurings.

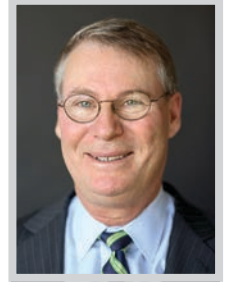
Radia has approximately 25 years of investment banking experience advising owners and stakeholders of middle market companies (typically those with revenues of \$50 to \$500 million) on mergers and acquisitions, debt and equity recapitalizations, and financial restructurings. He has served as principal financial advisor on numerous high-stakes transactions, notably in the healthcare, personal care, and business services sectors. Radia is also active in philanthropic and community endeavors.

**ALEX RASKIN**

Managing Director
Houlihan Lokey

Having advised on distressed transactions valued in excess of \$75 billion, Alex Raskin is one of the most seasoned and active restructuring bankers in Los Angeles. He spent most of his career at Houlihan Lokey starting with the firm as an analyst and rising to become a managing director. Throughout the years, Raskin has been a significant contributor to the success and growth of Houlihan Lokey's Los Angeles office both as a business leader and a mentor to junior bankers helping shape the office culture.

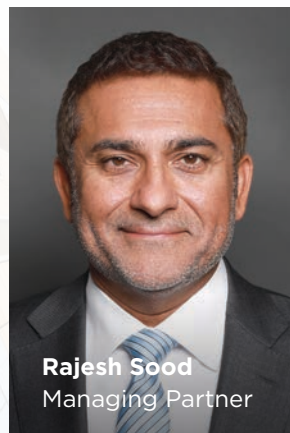
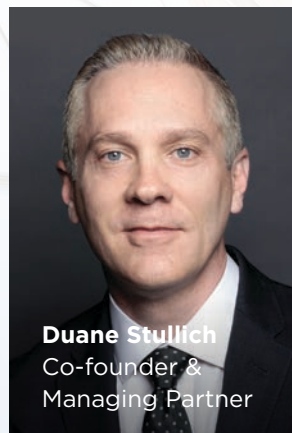
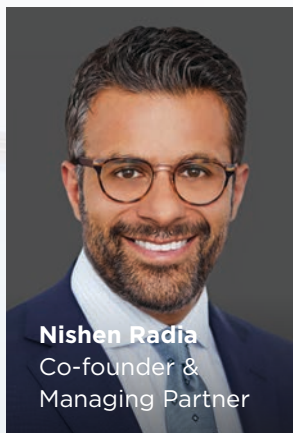
Raskin's skillset ranges from in-court and out-of-court restructurings representing debtors and creditors to distressed M&A, structured financings, liability management and special situations. Raskin is considered to be a go-to trusted advisor by his clients and has led some of the firm's most complex and marquee transactions, including the restructuring of GNC.

**MIKE ROSENBERG**

Senior Managing Director
Intrepid Investment Bankers

Mike Rosenberg is the co-founder and senior managing director at Intrepid Investment Bankers. Previously he was the co-head of the Wells Fargo Securities Middle Market Group (MMG) and the CEO of Barrington Associates, MMG's predecessor. In that role he served on WFS' Executive, Commitment and Fairness Opinion committees. Throughout his 35 year career in investment banking, Rosenberg has advised numerous entrepreneurs, private equity firms and corporations in complex M&A and corporate finance transactions, helping his clients achieve their strategic and financial objectives.

Rosenberg's experience spans a wide variety of industries. As an example, he recently led the sale of Star Waggon, the premier provider of cast trailers to the film and television production industry, to Hudson Pacific Properties. Also, in the past 15 months, on behalf of The Inception Company he arranged mezzanine debt financing from Corbel Capital.



FocalPoint congratulates Nishen Radia, Duane Stullich and Rajesh Sood, who were named among the LABJ's "Leaders of Influence: Investment Bankers" in 2021.

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LOI: INVESTMENT BANKERS



ARTIN SEDIGHAN
President & Managing Director
 Cappello Global, LLC

Artin Sedighan has been an investment banker since 2004 and has focused on both buy-side and sell-side mergers & acquisitions, capital markets, leveraged finance and restructuring transactions for small-to-large-cap public and private companies. Sedighan has advised clients in a broad array of industries including business services, consumer products, education, food & beverage, industrials, financial institutions, financial technology, healthcare, lifestyle & fitness, media, specialty retail, technology and real estate.

Sedighan joined Cappello in 2011 as a vice president and has since been promoted up the ranks through managing director and was selected to lead the firm's origination and execution activities as President at the end of 2019. Under Sedighan's leadership, Cappello Global, LLC has secured and closed several significant client mandates, most recently a unitranche debt facility having advised Gusmer Enterprises, Inc., on its growth debt financing with Kayne Anderson Capital.



DAN SHEA
Managing Director
 Objective, Investment Banking & Valuation

Daniel (Dan) Shea is a managing director of Objective, Investment Banking & Valuation, a leading investment banking and valuation firm serving the lower middle market, specifically companies with an enterprise value of \$20-\$75 million. Shea leads the business development and transaction advisory efforts for engagements across all practice groups. He is a results-oriented leader with a 25+ year track record of success with transaction experience including private and public company sales, corporate divestitures, mergers, acquisitions, and capital raise engagements, as well as preparing strategic assessments for owners, management and their boards often as a precursor to transaction execution.

As one of the primary transactional bankers at Objective and his previous firms, Shea has assisted in closing countless transactions throughout his career in a wide variety of sectors including consumer, healthcare, manufacturing & distribution and technology, ranging in size throughout the lower middle market from \$10-\$250 million.



AARON SOLGANICK
CEO
 Solganick & Co., Inc.

Aaron Solganick has built an outstanding investment bank over the years. Areas of specialty include software, IT services, healthcare IT, edtech, and fintech.

To summarize his attributes, Solganick is a highly regarded expert within the M&A community in Los Angeles and in the U.S. He has built an industry-focused investment bank that is recognized as a top firm among its peers. Solganick is positive and a hard charging person who always extends a hand to help his clients, family and friends. Regarding his firm, Solganick & Co., it has become a top ranked middle-market investment bank for software and IT services companies. He is active in many associations and activities around Los Angeles including the Association for Corporate Growth, Los Angeles.



RAJESH SOOD
Managing Partner
 FocalPoint Partners

Rajesh Sood is a managing partner at FocalPoint Partners, a leading middle market investment bank headquartered in Los Angeles, with branch offices in Chicago, New York, and Shanghai and partner offices around the world. Since its inception in 2002, FocalPoint has grown to where it is today: approximately 60 professionals who offer a diversified suite of advisory services, including mergers and acquisitions, debt placements and financial restructurings.

Sood has served as the lead advisor on Capital Advisory transactions in industries including industrials, restaurants, business services and personal care. Excelling at expeditiously closing financing transactions, nearly all of its capital raise transactions in 2021 closed in under 90 days from engagement. High profile transactions led by Sood represent numerous "firsts" for FocalPoint, including major project financings for the construction of industrial plants and a publicly-issued municipal bond offering. Sood is active in the firm's Corporate Social Responsibility program.

**Congratulations to Aaron Solganick, CEO
 Recognized as a Los Angeles Business Journal
 Leaders of Influence: Investment Bankers**

**Solganick & Co. is a data-driven investment bank and M&A
 advisory firm specializing in the software, tech-enabled
 services, and healthcare IT sectors.**

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**NIA STEFANI**

CEO and Founder
Xnergy Financial

Nia Stefani is the founder and chief executive officer of Xnergy Financial LLC, a FINRA/SIPC member international investment banking firm. Xnergy provides private equity, debt capital and merger and acquisition services to private and emerging growth companies. Throughout her career, Stefani has successfully capitalized and sold companies in the healthcare, energy, consumer, technology, and software industries. Xnergy specializes in serving private, family-owned and growing companies that need access to debt or equity capital. Xnergy has grown over the last 20 years completing over a billion in debt and equity financing transactions.

Keeping in sync with Stefani's vision for Xnergy, the firm is an international bank with a local, family-oriented culture. Xnergy's team has a long track record of successfully capitalizing challenging companies with its banker's deep expertise and "get it done" conviction balanced within a team-centric culture.

**DUANE STULLICH**

Co-Founder, Managing Partner
FocalPoint Partners

Duane Stullich is co-founder and managing partner of FocalPoint Partners, a leading international boutique investment bank headquartered in Los Angeles that serves owners of middle market companies. Since its inception in 2002, FocalPoint has grown to become one of the largest and fastest-growing middle market investment banks in the country. Stullich spearheaded FocalPoint's international expansion, resulting in the opening of the firm's Shanghai office.

Prior to co-founding FocalPoint, Stullich was a key contributor to the corporate finance department at Houlihan Lokey and a co-founder of Murphy Noell Capital. He received an MBA from the Anderson School of Management, UCLA. Recently, he has been actively working with companies across an array of consumer sectors including consumer packaged goods, food & beverage, healthy and active living products and services, enthusiast products, experiential retail, and franchising.

**GEORGE SWAIN**

Founder / CEO
GeorgeSwain Investments

George Swain is the founder and CEO of GeorgeSwain Investments. GSI is an independent global investment bank firm that assists small and middle-market companies in completing special situation transactions. Swain oversees all investments, investor relations, and operations at GSI. He is a seasoned investor / investment banker with more than 25 years' experience. And has participated and or advised on more than \$1.2 billion of transactions.

Throughout his career, Swain has leveraged his deep industry knowledge to take a strategic approach to deal making. Known as a visionary strategist, he has a broad range of experience in mergers and acquisitions, debt and equity financing and strategic partnerships. Early in his career he served as executive vice president at American Savings Bank (ASB) NY. From ASB he progressed to the private investment banking arena providing corporate and institutional clients with strategic and financial advisory services.

**MATT YOUNG**

Founder & CEO
CriticalPoint Partners

Matt Young is the founder and CEO of the investment banking firm CriticalPoint Partners, headquartered in Manhattan Beach. Young established CriticalPoint in 2012 with a vision to assist owners, entrepreneurs and stakeholders in realizing their companies' full growth and exit potential. Young has more than 20 years of finance experience.

Having seen how underserved the lower to middle markets were, Young sought to bring bulge bracket experience and quality to the middle-market but with a nimble and high-touch model. Young has grown CriticalPoint to 30 professionals with diverse backgrounds including from top-tier financial advisory and investment firms, who were attracted to CriticalPoint's entrepreneurial approach and the opportunity to work more closely with their clients. Transaction volume and value in 2021 will mark a record year for CriticalPoint, as the firm's mission of helping clients fully understand and navigate their strategic options has resonated in a market of heightened uncertainty.

S A G E

THE SAGE GROUP, LLC

We are delighted to congratulate Arash Farin on being named among *Los Angeles Business Journal's* Leaders of Influence: Investment Bankers 2021.



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