

LEADERS OF INFLUENCE: Investment Bankers



WELCOME TO THE 2020 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 make them great.

INVESTMENT BANKERS

Letter from the Publisher



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. There are some truly outstanding professionals making up the Los Angeles investment banking landscape. We’ve listed some of the best here, along with some basic information about their careers, practice and some relevant recent projects they’ve been involved with.

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

Best regards,

Josh Schimmels
Publisher & CEO



Dealmakers That Make a Difference

FocalPoint congratulates Nishen Radia, Duane Stullich and Rajesh Sood, who were named among the LABJ’s “Leaders of Influence: Investment Bankers” in 2020.

Impactful Investment Banking for Entrepreneurs & Capital Providers
Mergers & Acquisitions, Capital Markets, Special Situations

310-405-7000, info@focalpointllc.com, focalpointllc.com

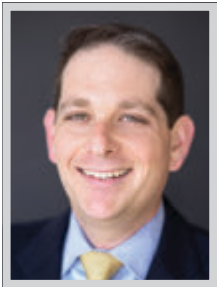
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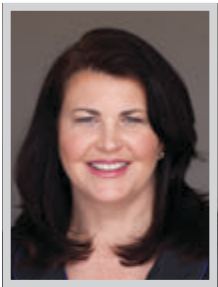
INVESTMENT BANKERS



ADAM ABRAMOWITZ
Managing Director
Intrepid Investment Bankers
SPECIALTY / INDUSTRY FOCUS: Healthcare

Adam Abramowitz is a co-founder and managing director at Intrepid Investment Bankers, a subsidiary of MUFG Union Bank, N.A. He is truly a unique LA-advisor who has spent his entire career with the same partners. While he began his investment career working across a broad range of industries, for the past few years, he has helped to build and grow Intrepid's Healthcare Group. Abramowitz helped lead the groundbreaking sale of Ambry Genetics, a market leader in genetic diagnostics, for \$1 billion to a Japanese strategic buyer, Konica Minolta. He was instrumental in navigating this dynamic and fast-moving process that yielded a compelling valuation to an “off-the-radar” buyer.

With Intrepid now part of MUFG Union Bank, Abramowitz continues to be a leader at the firm as he assists in supporting the collaboration with Union's team to advise existing clients in their strategic transactions and attract new clients to the platform.



CAROLYN ARMITAGE
Managing Director
Echelon Partners
SPECIALTY / INDUSTRY FOCUS: Enterprise Building of Asset and Wealth Management Firms

Carolyn Armitage is a managing director at Echelon Partners, the leading investment bank and consulting firm to the wealth and investment management industries. As a serial enterprise builder of RIAs, Hybrids and Broker/Dealers, Armitage helps CEOs make better informed strategic planning decisions, improve their enterprise value, and design the proper legacy.

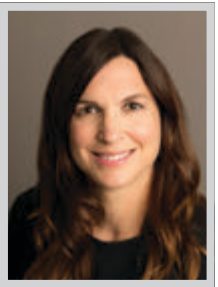
With a strategic and holistic approach to each engagement, Armitage provides valuations, expert witness, management consulting and investment banking services. For mergers and acquisitions, Armitage understands the complexities of wealth and asset managers and offers an objective perspective, advice and implementation guidance. Armitage's areas of expertise include transaction advisory services, mergers and acquisitions with an emphasis on founder-owned businesses, corporate and family office governance, strategy, and succession planning.



DAVID BONROUHI
Managing Director
Calabasas Capital
SPECIALTY / INDUSTRY FOCUS: Consumer Products & Services, Industrial Manufacturing, eCommerce, Software, Aerospace & Defense, Food & Restaurants, Business Services

David Bonrouhi is co-founder and managing director of Calabasas Capital, a boutique investment banking firm that specializes in representing family-owned companies and other privately held businesses in mergers and acquisitions and private equity and debt capital raising. Bonrouhi has 25 years of experience in investment banking and private equity, including with such firms as Merrill Lynch and UnionBanCal Equities.

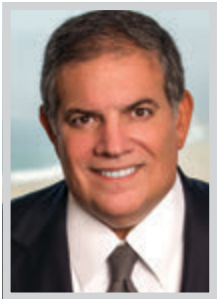
Bonrouhi also serves on the board of the 101 Corridor Chapter of the Association for Corporate Growth and is its sponsorship chair. Among recent accomplishments was his representation of KT's Kitchens in the successful sale of Bob's Big Boy Salad Dressings to The Flavor of California. Also, Impact Landscape Corp. in its sale to Connor's Landscape, among other transactions.



DIANE CABO
Managing Director
CriticalPoint Partners
SPECIALTY / INDUSTRY FOCUS: M&A Transactions for Consumer, Industrial, Manufacturing and Building Products

Diane Cabo is a managing director at CriticalPoint Partners, a Manhattan Beach based investment bank, advising owners of middle-market companies on mergers and acquisitions and debt and equity raises. Cabo joined the firm in 2016 and is primarily responsible for originating and execution of merger and acquisition transactions. She has over fourteen years of investment banking experience and prior to joining CriticalPoint, she spent numerous years advising clients at WestPark Capital and Greif & Co.

During the past couple of years, she has spent her time executing transactions in apparel, consumer goods, building products and manufacturing, completing sales to both strategic and financial buyers and has closed on over \$1.6 billion of transactions. Cabo has been actively focused representing entrepreneurs and is highly regarded by clients for her highly skilled level of execution as well as being able to close complex transactions.



ALEXANDER LEE CAPPELLO
Chairman & CEO
Cappello Global LLC
SPECIALTY / INDUSTRY FOCUS: Complex Cross-Border Transactions, M&A, Equity & Debt Financing, Specialty & Project Financing, Strategic Advisory, Restructuring, Valuation & Fairness Opinions (Across a Broad Array of Industries)

Alexander Cappello founded Cappello Global 45 years ago, one of the oldest and most respected independent investment banks in existence, its principals completing over \$150 billion in transactions in 50+ countries. Cappello is a long-time director, lead director and chairman of Cheesecake Factory, Virco Manufacturing, Intelligent Energy, Geothermal Resources International and numerous other public and private companies.

In the past year, Cappello has completed an 8-year term as a Trustee and the chairman of the Investment Committee for the City of Hope, taking the assets under management from \$150 million to \$2.5 billion in that time. Under his leadership this year, Cappello Global secured many large wins including advising Prologic Technology Systems during its acquisition by Thoma Bravo.



SHERRY CEFALI
Managing Director
Duff & Phelps
SPECIALTY / INDUSTRY FOCUS: Fairness Opinions, Solvency Opinions, Board Advisory

Sherry Cefali is a managing director and the head of the Los Angeles office of Duff & Phelps. She has been rendering fairness and solvency opinions for over 30 years. She is also a member of the firm's Fairness & Solvency Opinion Senior Review Committee and holds FINRA Series 7 and 63 licenses. In addition, Cefali is a director on the board of RF Industries and chairs the compensation committee.

Among Cefali's transactions year-to-date in 2020 include a fairness opinion to the board of Neon Therapeutics, Inc. in connection with its sale to BioNTech; a fairness opinion to NN, Inc. in connection with the sale of their Life Sciences business to American Securities; a fairness opinion to the board of Xtant Medical Holdings Inc. in connection with the exchange of \$62 million in debt for equity; a solvency opinion to Match Group, Inc. in connection with its separation from IAC/InterActiveCorp; among others.



BURKE DEMPSEY
EVP, Head of Investment Banking
Wedbush Securities
SPECIALTY / INDUSTRY FOCUS: Financial institutions, FinTech

Burke Dempsey is executive vice president and head of investment banking for Wedbush Securities. His personal specialty is investment banking for financial institutions and fintech companies. He is a member of Wedbush's Executive, Underwriting and Fairness Opinion Committees. During his over 35 years of covering financial services, tech, media and analytics companies he has executed over 240 publicly announced transactions worth nearly \$70 billion. Dempsey has helped companies position for, and execute watershed mergers and IPOs.

Dempsey's expansive knowledge of the global financial services landscape have elevated him to a trusted resource across all Wedbush business lines, and in the LA community where he regularly hosts teach-ins and dinners for local executives discussing new business models and technologies shaping the financial industry. In the past year, he has recruited four managing directors to build on the Technology/Media/Telcom (“TMT”), Consumer and Financial Institutions groups.



ARASH FARIN
Partner and Managing Director
Sage Group
SPECIALTY / INDUSTRY FOCUS: Consumer Industry

Arash Farin has been responsible for originating some of the most-recognized transactions in Sage Group's history, including GLAMGLOW and Bombas, one the top partners in terms of origination overall. His clients understand and appreciate the countless hours he devotes to their transactions, and how hard he works to obtain the absolute best results every time. Even many years after a transaction has been completed, his clients call on him to continue introducing new opportunities and clients, given the experiences they had with him.

In the last couple years, Farin has worked on and helped lead one of the firm's largest transactions, and is soon to close a recapitalization of one of the country's leading DTC apparel companies. He has been very active in the firm's DTC practice, helping found the group, and is currently leading yet another DTC transaction, this time in the jewelry space.

INVESTMENT BANKERS



NICOLE FRY

Managing Director
Cascadia Capital

SPECIALTY / INDUSTRY FOCUS: Food, Beverage, Agribusiness

Nicole Fry is a managing director in Cascadia's Food, Beverage & Agribusiness group. Fry has over 20 years of investment banking and corporate development experience and has an extensive background providing financial advisory services to middle market companies, including mergers and acquisition transactions, debt and equity capital raising, valuations and restructurings. Fry also spent time managing the corporate development activities for Cooking.com, an online retailer of cooking-related products.

In recent years, Fry has been particularly active in the beverage segment, advising LMR Wine Estates in its senior debt financing, Avery Brewing in its investment from Mahou San Miguel, Four Peaks Brewing Company in its sale to Anheuser-Busch InBev, Saint Archer Brewing and Revolver Brewing in their respective sales to MillerCoors/Tenth and Blake, and non-alcohol brands Steaz and C20 Pure Coconut Water in their respective sales to Novamex.



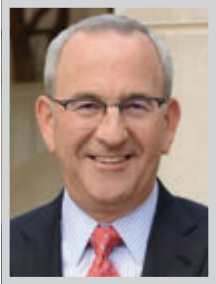
JANKI GANDHI

Managing Director
Goldman Sachs

SPECIALTY / INDUSTRY FOCUS: Consumer Retail (Including Beauty, Personal Care, Apparel and Accessories)

Janki Gandhi is a managing director in Goldman Sachs' Cross Markets Group (CMG), the firm's middle market offering. Gandhi advises on Consumer Retail, including beauty, personal care, apparel and accessories. Gandhi has been involved in the middle market consumer sector for over 16 years. She has established herself through a number of notable transactions throughout her prolific career in investment banking, most recently helping advise KJUS Management / Winona Capital (founder and private equity-owned) in the sale of KJUS to Acushnet, and advising Alex Apparel (private equity-owned, Atlantic Street Capital) in its sale to Versa.

Since joining Goldman Sachs in December 2019, Gandhi has brought her passion to help clients achieve Board diversity and evolve their marketing and branding efforts with the growing importance of wellness and self-care to consumers.



LLOYD GREIF

President & CEO
Greif & Co.

SPECIALTY / INDUSTRY FOCUS: M&A and Corporate Finance in Tech, Consumer Products & Retail, Food & Bev., Industrial Mfg. & Dist., Healthcare, B2B, Defense/Aero, Media & Entertainment

Lloyd Greif is founder, president & CEO of Greif & Co., a middle-market investment bank that engineers merger and acquisition transactions between \$50 million and \$2 billion in enterprise value, as well as equity and debt financings in excess of \$10 million, exclusively for entrepreneurially owned and operated growth companies — hence Greif & Co.'s trademark as "The Entrepreneur's Investment Bank."

Since the onset of the COVID -19 pandemic and associated government shutdown of the economy in March 2020, he has engineered and closed a number of successful deals, including the cross-border sale of California-based Takeya USA Corporation to Japan-based Takeya Chemical Industry Co. He also completed a \$53-million growth capital financing for California-based Lugano Diamonds & Jewelry, Inc.



MICHAEL GUZMAN

Senior Managing Director
B. Riley Securities, Inc.

SPECIALTY / INDUSTRY FOCUS: Consumer, Consumer Tech

Michael Guzman is a senior managing director with B. Riley Securities, Inc., a full service, nationally ranked investment bank focused on serving the needs of the upper middle-market. He is also head of corporate and venture services at the firm. He has been with B. Riley for six years and prior to that, spent 11 years with Cantor Fitzgerald.

Guzman's most recent accomplishments are numerous, and include his work acting as sole bookrunner in connection with the IPO of GAN Limited, a SaaS technology company that serves as a solution for online casino gambling. GAN was the first non-biotech company to go public post-COVID and Guzman and his co-banker on the transaction, Salomon Kamalodine, did not let COVID get in the way of a highly successful IPO. They ran the entire roadshow virtually and helped the company raise more than \$60 million in an upsized transaction.



CHANNING HAMLET

Managing Director
Objective Capital Partners

SPECIALTY / INDUSTRY FOCUS: M&A in Business Services, Valuation

Channing Hamlet is a managing director and co-owner of Objective Capital Partners, 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 20 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 J. IANNINI

President
William & Henry Associates

SPECIALTY / INDUSTRY FOCUS: Consumer Products, Manufacturing, Distribution, Healthcare, Technology, B-to-B, B-to-C

David J. Iannini has completed many middle-market transactions (values of \$25-\$250 million) including the sale/recapitalization of Intercontinental Art to Madison Dearborn, the sale/recapitalization of KBell Socks to Compass Equity, the sale of Arrow Paper and Food to U.S Foodservice, the sale of Entertainment Data to A.C. Nielsen, the acquisition of Bushman's of Australia by Channell Commercial Corporation, the acquisitions of RMS Electronics, Standby-Electronics and A.C. Egerton Holdings PLC by Channell Commercial Corporation as well as the acquisitions of Meridian Technology and Carbon Copy Ltd. by Microcom (now part of Hewlett Packard).

In the last twelve months, Iannini has completed the sale of Lunada Bay Tile, Murrine Mosaics, AIT, Golden State Activewear, Enrollment 123 and Affordable Water Heaters and Plumbing.

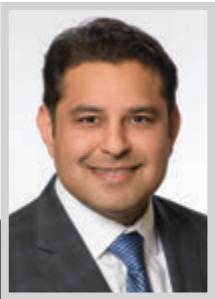


SALOMON KAMALODINE

Managing Director
B. Riley Securities, Inc.
SPECIALTY / INDUSTRY FOCUS: Technology

Salomon Kamalodine is a managing director with B. Riley Securities, Inc., a full service, nationally ranked investment bank focused on serving the needs of the upper middle-market. He joined B. Riley in 2004 as an equity analyst covering technology special situations. In 2009, he transitioned into investment banking as an original member of the firm's Los Angeles banking practice alongside John Ahn and the firm's founder, Bryant Riley.

Kamalodine has participated in B. Riley's rapid evolution from a boutique LA-based research firm into the diversified financial services company it is today with nearly 1000 employees across the US. Among his many accomplishments during his tenure with the firm include his involvement in B. Riley's own go-public transaction through its merger with Great American Group in 2014 and he helped form the company's Issuer Advisory practice.



KARAN KAPOOR

Managing Director
Pagemill Partners
SPECIALTY / INDUSTRY FOCUS: Technology M&A

Karan Kapoor is a managing director at Pagemill Partners, the technology M&A division of Duff & Phelps. He rejoined the firm in 2019 to lead Pagemill Partners out of the Los Angeles office of Duff & Phelps. Kapoor previously worked in the tech investment banking groups of UBS and Stifel. He is a seasoned investment banker with significant M&A and capital raising transaction experience. Some of his former clients include Ancestry, Beatport, Criteo, Frontline Education, Glu Mobile, GoDaddy, HomeAway, Infogix, Kofax, Neustar, Nuance, Officite, Quality Built, Retailmenot, Snap, Square, Thanx, TigerLead, and Viator.

Over the past year, Kapoor has built out an active mid-market Tech M&A practice based out of LA with a core focus on Software / SaaS transactions in the \$50 to 500 million transaction size range, and has led multiple transactions across key sub-sectors of Tech including vertical SaaS, data / analytics, fintech, marketing tech, construction tech, and cyber security.

Duff & Phelps congratulates Sheryl Cefali, Karan Kapoor and Steven Moon on being recognized as one of **Leaders of Influence: Investment Bankers 2020** by the *Los Angeles Business Journal*



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Steven Moon

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Duff & Phelps delivers objective advice in the areas of valuation, corporate finance, disputes and investigations, cyber security, claims administration and regulatory compliance. Balancing proven technical skills with deep industry expertise, we help our clients address their most complex financial needs. Learn more at www.duffandphelps.com.

#4 U.S. Middle Market M&A Advisor over the past 10 years¹

#1 Global Fairness Opinion Provider for the Fifth Consecutive year²

300+ Technology M&A transactions completed by Pagemill Partners, the Technology M&A Division of Duff & Phelps

450+ Transactions for more than 100 PE firms in 2019

350 Corporate Finance professionals worldwide

6 Dedicated global industry practices, including sector teams focused on Technology M&A and Aerospace Defense and Government Services M&A

1. Source: Thomson Financial Securities Data (U.S. deals \$15M < \$170M, including deals without a disclosed value). Full years 2010 through 2019.

2. Published in Thomson Reuters' "Mergers & Acquisitions Review - Full Year 2019."

INVESTMENT BANKERS



ANDREW W. KLINE
Managing Director, Founder
Park Lane IBS
SPECIALTY / INDUSTRY FOCUS: Sports

Andrew Kline, managing director and founder of Park Lane, brings a broad background of professional sports experience, investment banking expertise, and industry knowledge to his firm. Kline has advised on M&A transactions across all major sports leagues as well as emerging and international sports leagues. He has also been integral in advising on the financing of many early-stage sports-based businesses and real estate transactions.

Kline actively oversees all Park Lane’s strategies: sports team M&A advisory, early-stage sports-business corporate finance, traditional real estate financing, and secondaries. He focuses primarily on client relationship management and deal execution. He is widely considered a premier sports investment banker. He is the only modern-day NFL professional to start his own investment bank. He’s committed to not only delivering impeccable service to his clients but also fostering guidance and growth to other former athletes.



NEHA KRISHNAMOHAN
Vice President, Investment Banking Division
Goldman Sachs
SPECIALTY / INDUSTRY FOCUS: Healthcare

Neha Krishnamohan is a vice president in Goldman Sachs’ Healthcare Investment Banking Group and a member of the Mergers and Acquisitions (M&A) Group within the Investment Banking Division. She joined the firm as an analyst in 2008 in New York and transferred to the West Coast in 2014 to focus on healthcare advisory and M&A.

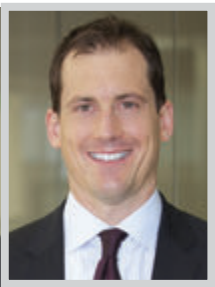
Krishnamohan has established herself as a senior leader in the healthcare coverage group and has executed over \$100 billion in transactions to date, including more than 15 announced M&A deals and 18 closed IPOs and follow-on offerings. She specializes in biotechnology, medical technology, and tools/diagnostics sectors, bringing her expertise to help companies revolutionize the healthcare industry. She has several years of transaction experience across multiple subsectors within healthcare and numerous products with additional experience in M&A as well as financing.



KAREN MILES
Managing Director
Houlihan Lokey
SPECIALTY / INDUSTRY FOCUS: Financial and Valuation Advisory

Karen Miles is a managing director and head of Houlihan Lokey’s Financial and Valuation Advisory (FVA) business for Southern California. She co-chairs the firm’s Technical Standards Committee, which determines the appropriate methodologies for dealing with valuation issues. She chairs the Director Development Panel for the FVA practice that mentors senior professionals and makes promotion recommendations.

Miles is a leader in the firm’s Global Corporate Valuation and Advisory Services practice, and is also a member of the firm’s Estate and Gift Tax Engagement and Review Committee. Miles has more than two decades of experience in valuation and financial consulting, with emphasis on the valuation of businesses, securities, and intangible assets. Her experience includes fairness opinions, solvency opinions, purchase price allocations, goodwill impairment analyses, valuations for transactions, financings, gift & estate tax planning, ESOPs, dissolutions, and litigation.



JOEL MONTMINY
President & CEO
Montminy & Co.
SPECIALTY / INDUSTRY FOCUS: M&A, Financing, Strategic Advisory, Restructuring

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 24 team members, including 14 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. He has closed five transactions in the last six months, despite the pandemic.



STEVE MOON
Deputy Head of U.S. M&A and Global Head of Aerospace & Defense
Duff & Phelps Securities, LLC
SPECIALTY / INDUSTRY FOCUS: Aerospace, Defense, Industrials

Steve Moon has over 20 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. He began his career as an Analyst in the Private Placements Group at Libra Investments, an investment banking firm specializing in middle market transactions.

Moon has been a leading investment banker in the middle market M&A community in Los Angeles for over 20 years. He holds leadership roles within the M&A group at Duff & Phelps and has also served as the President of the Association for Corporate Growth Los Angeles and currently serves on the Global Board of ACG and ACG Los Angeles.



JOE MORGAN
Managing Director, Head of Technology Investment Banking
D.A. Davidson & Co.
SPECIALTY / INDUSTRY FOCUS: Technology

Joe Morgan is a managing director and the head of Technology Investment Banking at D.A. Davidson & Co., where he leads a team of 23 bankers covering the technology space. Since joining D.A. Davidson in 2017, Morgan has been instrumental in executing D.A. Davidson’s technology growth initiative, more than doubling the practice with the addition of six senior bankers in several key industry verticals, including technology-enabled services, application software, vertical software, financial technology, and government technology, and expanding D.A. Davidson’s technology footprint into the east coast with new hires in both Boston and New York City.

Under Morgan’s leadership, the team has completed over thirty merger and acquisition and capital raising assignments for public and private companies, comprising nearly \$10 billion in value. He is also one of the most active technology bankers in Southern California.



BRANDON QUARTARARO
Managing Director
Intrepid Investment Bankers
SPECIALTY / INDUSTRY FOCUS: Digital Media

With more than a decade of investment banking experience, Brandon Quartararo is focused on originating and executing mergers and acquisitions and raising capital across the Digital Media sector with specific expertise spanning the content, media & entertainment, digital marketing, loyalty and agency sectors. He leads the firm’s Digital Media and Marketing Services effort after spending over a decade advising middle-market business owners and private equity groups.

Since joining Intrepid Investment Bankers, a subsidiary of MUFG Union Bank, N.A., the Digital Media practice has expanded to include six team members working across the broader content, commerce, and customer journey verticals. He has helped to establish the firm’s broader technology leadership by executing a variety of sell-side M&A and capital raise mandates.



GARY RABISHAW
Managing Director
Intrepid Investment Bankers
SPECIALTY / INDUSTRY FOCUS: Commercial and Consumer Technology

Gary Rabishaw is a managing director and founding principal of Intrepid Investment Bankers, a subsidiary of MUFG Union Bank, N.A., having practiced mergers and acquisitions in Los Angeles for more than 20 years. He is the head of the Commercial & Consumer Technology practice at Intrepid representing companies in consumer electronics, music technology, and residential and commercial audio/visual space. Recent industry transactions include the two-time sale of Blue Microphones, the sale of Westone Audio, and advising speaker company Sonance on its acquisition of James Loudspeaker.

Rabishaw has been involved in numerous domestic and cross-border transactions, including mergers and acquisitions, private equity capital raises, and financing for companies in other industries including consumer, industrials, healthcare, and business services.



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BEING RECOGNIZED BY THE
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NISHEN RADIA
Managing Partner, Co-Founder
FocalPoint Partners, LLC
SPECIALTY / INDUSTRY FOCUS: Business Services, Consumer (Beauty & Personal Care), Healthcare

Nishen Radia is managing partner and co-founder of FocalPoint Partners, a leading investment bank headquartered in Los Angeles, with branch offices in Chicago, New York, and Shanghai. Radia heads the firm’s mergers and acquisitions 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 professionals who deliver a diversified suite of advisory services to clients, including mergers and acquisitions, debt placements, and financial restructurings. Radia has approximately 24 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.



DANIEL SHEA
Managing Director
Objective Capital Partners
SPECIALTY / INDUSTRY FOCUS: M&A in Manufacturing & Distribution

Daniel Shea is a managing director of Objective Capital Partners, a leading investment banking and valuation firm serving the lower middle market, specifically companies with an enterprise value of \$20-\$75MM. 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. 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
Chief Executive Officer
Solganick & Co.
SPECIALTY / INDUSTRY FOCUS: Software and IT Services

Aaron Solganick founded Solganick & Co. in 2009 and has 25 years of investment banking and corporate development experience within the software and tech-enabled services industry sectors. He launched the firm because he noticed a large number of conflicts of interest within the investment banking industry as well as a general lack of vertical industry specialization among a majority of investment bankers. He wanted to make sure his team was focused and had deep industry expertise and experience in order to complete M&A transactions for his clients. Solganick has held leading investment banking and corporate development positions at many prominent firms including KPMG Corporate Finance, Bear Stearns, B. Riley FBR, Southwest Securities, and Perot Systems Corporation. He has advised on over 200+ transactions totaling approximately \$8 billion of value including M&A, private equity, IPOs, and secondary offerings of several top global technology firms.



RAJESH SOOD
Managing Partner
FocalPoint Partners, LLC
SPECIALTY / INDUSTRY FOCUS: Industrials, Restaurants, Location-Based Entertainment, Personal Care, Healthcare

As one of three managing partners at FocalPoint, Rajesh Sood is active in the firm’s Corporate Social Responsibility program (“CSR”). Since the program’s inception in 2017, FocalPoint employees, joined by senior management, have undertaken community outreach events, including events that support economically-disadvantaged youth. This year, Sood and FocalPoint’s CSR team participated in Cycle for Survival, a cancer fundraising event co-hosted by Equinox and Memorial Sloan Kettering. Previous charitable works entailed working with the LA District Attorney’s office on a “Project Lead” event which educated students about the criminal justice system and how to make good decisions, and a “Career Path” mentoring event for high school students in partnership with the Youth Business Alliance. The firm also participated in a business coaching event for inmates at California State Prison in Lancaster and held a college application workshop for disadvantaged youths.

Congratulations to Aaron Solganick
Recognized as one of Los Angeles Business Journal's
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INVESTMENT BANKERS



NIA STEFANI

Managing Partner
Xnergy Financial

SPECIALTY / INDUSTRY FOCUS: Acquisition, Financing and Disposition Transactions

Nia Stefani is the chief executive officer and founder of the Xnergy companies. She brings nearly two decades of experience in mergers and acquisitions, investment banking, private equity, finance, and law to Xnergy. Her experience extends from startups to New York Stock Exchange-listed companies and over a diverse range of industries. Stefani works with hundreds of institutional investors and has completed a wide variety of investment banking transactions for clients over a broad range of industries. She has managed or participated in dozens of acquisition, financing, and disposition transactions valued at more than a billion dollars. Stefani has held several senior management and board of director positions in both public and private companies. Prior to forming Xnergy, Stefani was a mergers and acquisitions, securities, and corporate attorney responsible for negotiating, structuring, documenting, and closing acquisitions, restructurings, dispositions, financings and franchising.

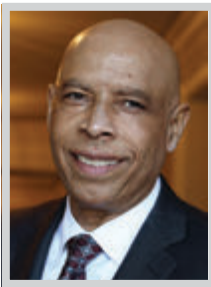


DUANE K. STULLICH

Managing Partner, Co-Founder
FocalPoint Partners, LLC

SPECIALTY / INDUSTRY FOCUS: Food & Beverage, Healthy & Active Living, Franchising, Enthusiast Products, e-Commerce Consumer Brands

Duane Stullich is managing partner and co-founder of FocalPoint Partners, a leading international boutique investment banking firm headquartered in Los Angeles. Stullich spearheaded FocalPoint's international expansion, resulting in the opening of the firm's Shanghai office. The Asia presence compliments the firm's domestic network of offices in Los Angeles, Chicago, and New York. 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. Stullich has over 20 years of experience advising owners and stakeholders of middle-market companies. He has recently been actively working with companies across an array of consumer sectors including food & beverage, healthy and active living, enthusiast products, and franchising.



GEORGE SWAIN

Founder / CEO
GeorgeSwain Investments

SPECIALTY / INDUSTRY FOCUS: Private Equity, Strategic Advisory, Corporate Finance

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

CEO
CriticalPoint Partners
SPECIALTY / INDUSTRY FOCUS: M&A, Corporate Finance, Capital Markets, Strategic Advisory

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 realize their companies' full growth and exit potential. Young has over 20 years of finance experience, including holding principle investing and investment banking positions at Platinum Equity and Bear Stearns, respectively. 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 over 20 professionals with backgrounds from top tier financial advisory and investment firms, including four professionals in the last 12 months, who were attracted to CriticalPoint's entrepreneurial approach and the opportunity to work more closely with their clients.

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Congratulations to Channing Hamlet and Dan Shea for being named among the LABJ's Leaders of Influence: Investment Bankers of 2020.

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SAGE

THE SAGE GROUP, LLC

We are proud to congratulate Arash Farin on being named among Los Angeles Business Journal's Leaders of Influence: Investment Bankers 2020.

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