

CUSTOM CONTENT
NOVEMBER 14, 2022

LEADERS OF INFLUENCE: Investment Bankers



WELCOME TO THE 2022 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.

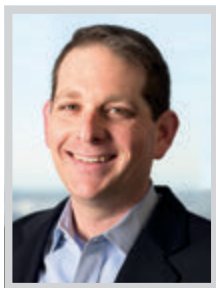
These are the experts that really get our great ideas and concepts on the right track. The best of them will wear multiple hats, providing incredibly valuable guidance and advice while helping their clients raise money in the capital markets.

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.

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.

LEADERS OF INFLUENCE: INVESTMENT BANKERS

**ADAM ABRAMOWITZ**

Managing Director, Head of Healthcare
Intrepid Investment Bankers

Adam Abramowitz is a co-founder and managing director at Intrepid as well as the head of Intrepid's Healthcare Group. His journey in investment banking started as a high school intern at Barrington Associates (Intrepid's predecessor). After several summers interning at Barrington during college, Abramowitz joined 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 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.

**CHRIS BALL**

Managing Director
CriticalPoint Partners

Chris Ball is responsible for developing and executing sell-side mergers and acquisitions at CriticalPoint Partners. He brings over 25 years of investment banking, business management, and product development experience to assist entrepreneurs with maximizing the value of their companies.

Prior to joining CriticalPoint, Ball was a director with Brockett Tamny & Co., Inc., a boutique investment bank that focuses on sell-side mergers and acquisitions and raising capital for companies across a wide variety of industries. Before joining Brockett Tamny & Co., he successfully executed numerous transactions with Janas Associates, also a boutique investment bank, for clients that included medical device manufacturers, service providers, petroleum distributors, and technology companies. He was previously the founder of Strategic Initiatives, Inc., a financial and general management consulting firm, where, among other things, he conducted economic studies and advised clients on acquisition strategies.

**SCOTT BEREJIKIAN**

Principal
CenterPoint M&A Advisors, Inc.

Scott Berejikian has 26 years of M&A experience and has completed transactions in 35 states and Canada. He is the principal at CenterPoint M&A Advisors, a middle-market investment bank focused on representing buyers and sellers of privately held businesses. The firm's merger & acquisition transactions range from \$5 - \$75 million in value.

Berejikian works with sell-side clients who are typically entrepreneurs who are preparing for retirement, business owners taking advantage of favorable M&A market conditions or investors and entrepreneurs who have other interests and ideas that they would like to pursue. He has also worked with strategic buyers who want to grow their company by making multiple acquisitions. He has assisted buyers in acquiring over 65 companies. He works closely with the buying company to set their acquisition criteria, contact potential sellers, collect information, negotiate letters of intent, assist in due diligence and close the transactions.

**KEVIN BERSON**

Mergers and Acquisitions Advisor
Kinected Advisors

Kevin Berson is an experienced M&A Advisor with Kinected Advisors, helping business owners of lower-middle market firms (\$5-\$50 million in revenue) sell their businesses for optimal value and terms. Berson has 25 years' experience across M&A advisory, business development and Big Six consulting roles.

Over the past year, Berson completed a successful M&A transaction for a home services provider and is currently representing a health care services business in a sale to a reputable private equity firm. For both deals, Berson helped structure controlled-auction processes that resulted in clients achieving valuations that far exceeded sellers' expectations. His clients say that he does an exemplary job of 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 is co-founder and managing director of Calabasas Capital, a boutique investment banking firm and dba of FINRA-registered Fallbrook Capital. Calabasas Capital focuses on representing family businesses and emerging growth companies with \$10 - \$100 million in revenue in sellside M&A transactions, private equity and debt capital raising and buy-side M&A transactions. The firm is active in consumer and industrial products and services, food & restaurants, aerospace & defense, software, industrial technology and business services.

Recent deals have been the sales of Invo-Tech Systems, Applied Photon Technology, and Berkely Molded Fiber, a corporate carve-out sale for publicly traded UFP Technologies, and a buy-side transaction for Global Supply, among others. Bonrouhi has over 25 years of investment banking and private equity experience having worked at Merrill Lynch in New York and UnionBanCal Equities in Los Angeles prior to co-founding Calabasas Capital.

**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.

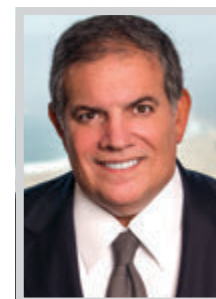
Cabo's highly skilled level of execution and ability to close complex transactions are highly regarded by clients, and has closed on over \$1.7 billion of transactions across apparel, consumer goods, building products and manufacturing. Cabo combines her ability to deliver results with a deep commitment 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.

**JOHN CALCAGNINI**

Managing Director, Head of Healthcare
Investment Banking
Stout Capital

John Calcagnini is managing director and head of Stout's Healthcare Investment Banking practice. He has extensive experience with advising healthcare service, medical device and life science companies on mergers, acquisitions, divestitures, joint ventures, restructurings, leveraged buy-outs, recapitalizations, and equity and debt financings.

Calcagnini has successfully executed more than 50 transactions in the healthcare industry and had a very strong performance in fiscal 2021 (ended September) and 2022. He recently advised Costa Mesa based SG Homecare on its sale to Sverica Capital; Advent Home Medical on its sale to New Harbor Capital; medical device and industrial product manufacturer RPB Safety on its sale to Italy's GVS; Rev1 Engineering on its sale to ASAHI INTECC of Japan; and is currently active in representing new clients, who look to Calcagnini for his deep experience and differentiated domain experience and outcomes.

**ALEXANDER CAPPELLO**

Chief Executive Office
Cappello Global, LLC

Alexander Cappello began his career as an investment banker over 49 years ago while attending and pursuing a degree at USC in Business Administration. Cappello Group, Inc./Cappello Global, LLC is one of the oldest and most respected independent investment banks in Los Angeles, with its principals completing over \$165 billion in transactions in more than 50 countries.

In the past year, Cappello Global has successfully met the needs of several clients, serving as exclusive private capital placement investment banker to the largest local business courier company and to a manufacturer and supplier of products and services to the beverage, edible oils, industrial, pharmaceutical and biotechnology liquid processing industries. Cappello also served as exclusive financial advisor to an LA-based specialty foods marketer and manufacturer with a seasonings, spices, marinades and pastas portfolio. Cappello has been co-founder of two banks and has served on three bank boards.



Congratulations on being Recognized as 2022 Leaders of Influence Investment Bankers by the Los Angeles Business Journal



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Kroll's Corporate Finance division provides investment banking services globally including M&A advisory, private capital raising, restructuring, fairness & solvency opinions, and transaction advisory services to corporate clients, investors, and owners of closely held businesses.

Select Recent Transactions

Consumer


SELL SIDE ADVISOR

COSABELLA

has been acquired by

CALIDAGROUP

SELL SIDE ADVISOR



has received a majority equity investment by principals of

TRIMARK
GROUP HOLDINGS INC

SELL SIDE ADVISOR

for Love & Lemons

has received a majority equity investment from

Lbrands
VICTORIA'S SECRET / PINK
BATH & BODY WORKS

SELL SIDE ADVISOR

journalle

has been acquired by principals of

COSABELLA

Technology

SELL SIDE ADVISOR

resonate

has been acquired by

ZMC
ZELNICK MEDIA CAPITAL


SELL SIDE ADVISOR

Brightpearl

has been acquired by

Sage

SELL SIDE ADVISOR



has been acquired by

AEA
GROWTH

SELL SIDE ADVISOR



whiteCryption

has been acquired by

ZIMPERIUM

a portfolio company of

WARBURG PINCUS = **SoftBank**

Aerospace Defense Government

SELL SIDE ADVISOR

QINETIQ

has been acquired by

REDWIRE

SELL SIDE ADVISOR



has been recapitalized by

THE JORDAN COMPANY

SELL SIDE ADVISOR



has been recapitalized by

BLUEHALO

SELL SIDE ADVISOR

MCE
Magnetic Component Engineering

has been acquired by

DEXTER
magnetic technologies

LEADERS OF INFLUENCE: INVESTMENT BANKERS

**SHERRY CEFALI***Managing Director*

Duff & Phelps Opinions Practice of Kroll, LLC

Sherry Cefali is a managing director in the Transaction Opinions business unit. She is also a member of the firm's Fairness & Solvency Opinion Senior Review Committee. Cefali has been with the firm for 30 years, advising companies and boards, rendering fairness opinions and solvency opinions and determining valuations of companies and securities.

Cefali's transactions in the last 12 months include a fairness opinion in connection with the pending acquisition of Grindr by Tiga Acquisition Corp. in a de-SPAC transaction; a solvency opinion to the board of Ocean Spray in connection with a stock repurchase transaction; a fairness opinion to certain funds affiliated with Blackstone in connection with a \$24 billion recapitalization transaction of the Mileway business; a fairness opinion to Grubb Properties in connection with a REIT roll-up transaction; and a fairness opinion to LAACO, Ltd. in connection with its sale to CubeSmart.

**NICK CIPITI***Director*

CriticalPoint Partners

Nick Cipiti is responsible for sourcing and executing M&A and capital raise transactions at CriticalPoint. He has extensive experience advising owners and investors of middle-market companies on mergers & acquisitions and private placements across various industries and geographies.

Prior to CriticalPoint, Cipiti worked at DH Capital, a New York-based investment bank with industry expertise in Internet infrastructure, telecommunications, and SaaS sectors. With DH Capital, Cipiti advised on more than \$10 billion in transactions including sell-side and buy-side M&A, capital raises, and restructuring deals for a variety of private equity, public company, and entrepreneurial clients both domestically and internationally. He also evaluated potential investment targets and underwrote investment cases for the firm's private capital placement practice. Prior to DH Capital, Cipiti spent three years at Deloitte & Touche, LLP where he worked with a variety of clients in the health plan and financial services industries.

**ANDREW DUNST***Managing Director, Head of E-Commerce*

The Sage Group, LLC

Andrew Dunst is a managing director at The Sage Group and joined in 2012. He is involved in heading the firm's e-commerce practice, which is one of the most prominent in the country. Dunst has extensive experience advising disruptive direct-to-consumer brands across a variety of categories.

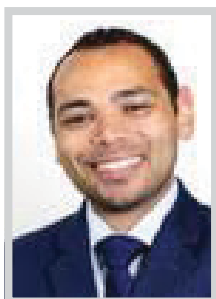
Dunst has guided best-in-class e-commerce companies through a variety of corporate finance matters, assisting stakeholders in achieving their goals and positioning their companies for their next stages of rapid growth. These include, among others, advising Bombas in its investment by Great Hill Partners; Chubbies in its sale to Solo Brands; MeUndies in its recapitalization with Provenance Digital; Honey Birdette in its sale to PLBY Group; Pura Vida in its sale to Vera Bradley; Blenders Eyewear in its sale to Safilo Group; and GLD in its recapitalization with H.I.G. Growth Partners.

**ARASH FARIN***Managing Director*

The Sage Group, LLC

Arash Farin has made a sizeable impact at all the professional organizations he has been a part of. Starting with his career at Goldman Sachs, and again at Blackstone and Lehman Brothers, Farin dedicated himself to the service of his clients and the firm. At Sage, where he has worked for the last 13 years, Farin consistently originates unique transactions for the firm, and is one of the leaders in the company's DTC group, having led some of the firm's marquee deals.

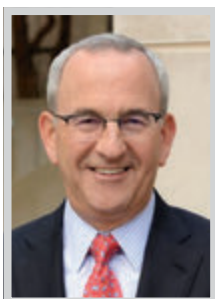
Farin works tirelessly on behalf of his clients, advocating on their behalf, and helping them maximize value for their companies, even in difficult economic climates. Farin is deep in the trenches of his transactions, aware of key details, while still maintaining a high level perspective on the overall flow. His clients routinely call him with referrals and ideas on new business opportunities.

**VENICE GAMBLE***Vice President*

Three Twenty-One Capital Partners, LLC

Venice Gamble is the person you either know, or should know, because he has an undeniable skill of identifying the distressed situation and effectuating an exit to that situation. With a career spanning across nearly every industry including paper manufacturing & conversion, medical treatment & healthcare, biopharma, amusement & entertainment, plastics & polymer, as well as metal manufacturing, automotive manufacturing, real estate, luxury goods, construction and retail sectors.

Just some of the transactions Gamble has been involved in include Mitsubishi Motors of North America, Appleton Coated Paper, Northwest Territorial Mint, PURE Metal Recyclers, Entertainment Design Group, Epic Fun, Walnut Hill Medical Center, GFG Alliance, and several others. His experience is truly vast, that spans from global and high profile to local and boutique, from healthy and solvent to distressed and liquidating, and from willing and corporative to court-ordered and involuntary.

**LLOYD GREIF***President & CEO*

Greif & Co.

Lloyd Greif is at the top of his game in his field, which is M&A deal-making. The fact that he routinely lectures on negotiations at all three of his alma maters – UCLA, USC and Loyola – is indicative of his knowledge and expertise. He exclusively represents entrepreneurially owned and operated middle market companies, hence Greif & Co. being known as "the entrepreneur's investment bank." Greif is a zealot for his clients, always putting their interests first, religiously avoiding conflicts of interest, and going to the mat for them. His extreme work ethic is legendary.

Greif is also renowned for getting tough, extremely complex deals done no matter the obstacles. A proven successful economic cycle rider, he founded his eponymous firm during the recession of the early 1990s and has persevered through three other economic downturns.

**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 middle market companies. 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 more than 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.

Prior to joining Objective, Hamlet served as a managing director of Cabrillo Advisors, where he was instrumental in growing its valuation practice from its inception to a national practice serving more than 700 clients in five years. Previous to Cabrillo, he served as a Director at Vistage.

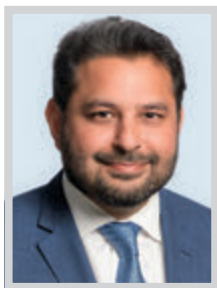
**DAVID IANNINI***President*

William & Henry Associates

David Iannini has over 30 years of investment banking/financial experience. He has held senior positions at Salomon Brothers in New York and Los Angeles and Schroder Wertheim. During his career, Iannini has executed over 200 transactions for large capitalization public companies such as Avon Products, Xerox, Eastman Kodak, Toys R Us, Hilton Hotels, Dial Corp., Viad Corporation and Textron and for small and medium-size entrepreneurial and private businesses.

In terms of mergers and acquisitions, Iannini has worked on both domestic and cross-border transactions including the \$3 billion sale/restructuring of Security Pacific Asia Bank Ltd. for Bank of America; the \$350 million sale of Avon's Apparel Fashion Division; Textron's \$2 billion acquisition of Cessna; the \$2 billion spin-off of Hilton Hotels gaming operations; the \$780 million sale of Dobbs Foodservice to Swiss Airlines; and the sale of the \$1 billion Petrie stake in Toys R Us; among many others.

LEADERS OF INFLUENCE: INVESTMENT BANKERS

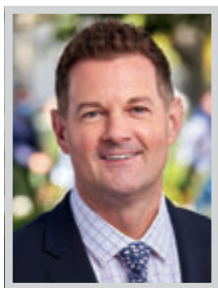


KARAN KAPOOR

Managing Director and Co-Head of Tech M&A
Kroll, LLC

Karan Kapoor is a managing director and co-head of tech M&A in Kroll's Corporate Finance Division (formerly known as Duff & Phelps). Kapoor directly manages a team of tech sector focused investment bankers based out of the firm's Los Angeles office while also co-leading a global team of tech investment bankers based out of other key offices in the Americas and Europe including in Palo Alto, New York, London and Paris.

Kapoor has advised both emerging growth companies and established public and private technology companies. He has significant transaction experience across multiple sub-sectors of tech (software / SaaS and internet) and across diverse transaction types including mergers & acquisitions, IPOs and private financings. Over the past two years, Kapoor has built up a thriving mid-market tech M&A practice. His practice is primarily focused on advising software and software enabled businesses on M&A and raising capital.



BRIAN LITTLE

Managing Director
Kroll

Brian Little is a managing director in the Consumer M&A advisory practice for Kroll and is based in the Los Angeles office. Little has over 20 years of experience advising middle-market clients on mergers and acquisitions and private placements of debt and equity. He has closed numerous transactions across the broader consumer landscape, including apparel, e-commerce, specialty retail, sporting goods, food & beverage and restaurants sectors.

Prior to joining Kroll (previously Duff & Phelps), Little served as a managing director at Imperial Capital where he led the firm's Apparel practice. Little has also held senior positions at US Bank, Union Bank and Focal-Point Partners. He earned both his MBA with an emphasis in corporate finance as well as his BS from the University of Southern California's Marshall School of Business. He is also a Chartered Financial Analyst charterholder as well as a FINRA-registered general securities principal.



ROBERT MAGGIACOMO

Managing Partner
Synergy Advisors LLC

Bob Maggiacomo founded Synergy Advisors to provide high quality investment banking advisory services for transactions and companies underserved by the large investment banks. He leads a team of similarly experienced professionals at Synergy Advisors, which primarily focuses on sell-side M&A and strategic partnering advice for entrepreneurial / founder-led businesses, private equity backed companies as well as corporate divestitures.

Maggiacomo has had an extensive career in investment banking and merchant banking, spanning over three decades. He has led groups at major Wall Street firms and he was previously a senior banker at Bear Stearns (now part of JP Morgan), DLJ (now part of Credit Suisse) and Bank of America Securities. He has managed or otherwise been meaningfully involved in over \$15 billion of merger transactions and financings, primarily for companies in various segments of the healthcare and life sciences industries.



JEREMIAH MANN

Managing Director, Head of Industrials
and Business Services
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 21 years ago as an analyst at Barrington Associates, the predecessor firm to Intrepid. Across the development of Barrington and Intrepid, Mann led recruiting and training efforts.

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, many of whom are embarking on a transaction process for the first time, to fully understand the dynamics and nuances that lead to a great outcome in each unique situation.

Let's Take This Offline

WITH MORE THAN
200,000 SQUARE FEET OF
MEETING AND EVENT SPACE,
WE CAN ACCOMMODATE
GROUPS FROM 10 TO 1,000.



SAMANTHA JUDD
PHOTOGRAPHY



FIND YOUR **Vibe**



VENTURACOUNTYCOAST.COM/GROUPS



LEADERS OF INFLUENCE: INVESTMENT BANKERS

**PATRICE MCNICOLL**

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

Patrice McNicoll is senior managing director and co-head of investment banking at B. Riley Securities, Inc., a leading middle market investment bank providing corporate finance, advisory, research, and sales and trading services. 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 McNicoll's stewardship, B. Riley Securities has earned recognition as a leader in at-the-market issuances and as established leadership as a dominant underwriter of public senior unsecured notes, including baby bonds and preferred issuances, for non-financial issuers. His firm has served as sales agent in nearly 80% of the unsecured notes and preferred equity ATMs filed since 2015 and continues to see increasing uptake from clients for the firm's expertise in structured products.

**JON MERRIMAN**

Senior Managing Director, Investment Banking
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. He specializes in advising high growth public and private companies on complex financing and operational issues.

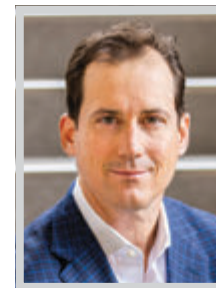
With over 30 years of experience in investment banking, brokerage, and trading businesses, he has deep experience in corporate turnarounds, capital markets transactions and growing organizations across a broad variety of industries, including the healthcare, technology and consumer sectors. Prior to his appointment as B. Riley's chief business officer in April 2019, Merriman served as head of capital markets, during which time he helped expand and enhance the firm's capital markets and investment banking business prior to its merger with FBR & Co.

**BRADY MONEY**

Managing Director
Greif & Co.

Brady Money works with clients on both merger & acquisition transactions and capital raising as well as new deal origination. His experience at Greif & Co. involves a wide array of industries including manufacturing, aerospace & defense, consumer products & retail, and business services. He has, and continues to be, intimately involved in all aspects of investment banking deals, from due diligence, positioning, marketing and negotiating the most value-enhancing transactions for clients.

One of Money's recent transactions was the sale of Lugano Diamonds & Jewelry, Inc., a custom luxury jewelry company, to Compass Diversified, a publicly traded private equity firm. Before the sale of Lugano Diamonds & Jewelry to Compass Diversified, he was instrumental in arranging growth financing for Lugano Diamonds from PNC Bank, RF Capital Partners and Boathouse Capital. His most recent deal was an equity investment in a consumer goods and services manufacturer by a global investment firm.

**JOEL MONTMINY**

CEO & President
Montminy & Co LLC

Joel Montminy founded and leads our firm, spearheading its client assignments and operations across the globe. He has grown the firm every year since inception in 2009, ranking it among Los Angeles' largest independent investment banks. Montminy & Co. is known for the highest quality M&A advisory services, earning it high profile mandates across the globe.

For over 25 years, Montminy has advised entrepreneur founders, CEOs and boards of both private and public companies in mergers and acquisitions, leveraged and management buyouts, private placements of equity securities, restructurings, business valuations, fairness opinions and strategic advisory assignments. He has led closings in a wide range of industries including food and beverage, consumer products, hospitality & leisure, financial services, technology, sports, media and entertainment. Over his career, Montminy has originated, led and closed over \$6 billion of middle market transaction volume, including over \$2 billion in cross-border transactions spanning 30 countries.

**STEVE MOON**

Deputy Head of M&A, Americas;
Co-Head Aerospace Defense Government M&A
Kroll Securities, LLC

Steve Moon has been with Duff & Phelps Securities for 23 years where he is the deputy head of mergers and acquisitions for Americas and the firm's Los Angeles City Leader. He is also co-head of the firm's Aerospace, Defense and Government Mergers & Acquisitions Group. Moon has over 25 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.

Moon began his career as an analyst in the Private Placements Group at Libra Investments, an investment banking firm specializing in middle market transactions. After Libra, Moon was a financial analyst in the Financial Planning and Treasury Group at Guess Inc.

**CHRISTOPHER PARK**

Managing Director, Head of Software & Services
Intrepid Investment Bankers

Christopher Park serves as the head of Intrepid's Software & Services practice and is responsible for leading the firm's software & services investment banking efforts. With more than 24 years of combined technology and banking experience, he focuses on originating and executing middle-market mergers and acquisitions and capital raise transactions across the broad enterprise software sector, with an emphasis in vertical SaaS, sales enablement, compliance software, data & analytics, and cyber security.

With a background in both technology consulting and investment banking, Park brings a unique perspective as an advisor who has built and implemented enterprise solutions, as well as advised emerging growth technology companies in strategic transactions. Prior to joining Intrepid, he served as director of software & technology banking at B. Riley & Co. Previously, he spent nearly a decade with Montgomery & Co. and played a key role in establishing the firm's presence in the software sector.

**NISHEN RADIA**

Co-Head of M&A
FocalPoint, a division of B. Riley Securities

Nishen Radia has over 25 years of investment banking experience advising owners and stakeholders of middle market companies (with revenues of \$50 to \$500 million) on mergers and acquisitions, debt and equity recapitalizations, and financial restructurings. He serves as principal financial advisor on numerous high-stakes transactions, notably in the healthcare, personal care, and business services sectors. His clients include middle market companies and private equity firms/portfolio companies.

Following several years of continued growth for FocalPoint Partners, Radia helped lead the investment bank's successful sale to B. Riley Financial in 2022. Under his leadership, FocalPoint established an exemplary reputation as one of the leading middle market investment banks in the country. In 2021, the firm closed transactions with an aggregate value of \$5.6 billion. As a division of B. Riley Securities, FocalPoint is now backed by the extended capabilities of a full-service securities and advisory firm.

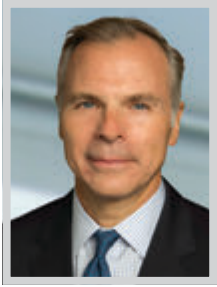
**STEPHEN ROSSI**

Managing Director and
Co-Founder of Investment Banking
Palm Tree LLC

Stephen Rossi is the co-founder of Palm Tree's Investment Banking service line, Palm Tree Securities. Palm Tree Securities was founded in October 2019 and received its broker-dealer license in November 2020. Over the 19 months since receiving its broker/dealers license, Palm Tree's investment bank has consummated 10 transactions across a variety of sectors, including but not limited to automotive, beauty, consumer products, healthcare, industrials, technology, and special situations. This deal flow has resulted in, on average, one closing every other month. During the first six months of 2022 alone, Palm Tree Securities has closed \$500 million in transactions, bringing the firm's total closed transaction value to nearly \$1 billion in just the past 19 months.

During this same period, Rossi has grown the Palm Tree investment banking team to 12 members, including two Series 24 principals, three additional senior bankers, and seven mid- and junior-tier team members.

LEADERS OF INFLUENCE: INVESTMENT BANKERS



DAN SHEA
Managing Director

Objective, Investment Banking & Valuation

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. Shea 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.

Before joining Objective, Shea served as managing director with BDO Capital, Hadley Partners, and WYCampbell & Company (a division of Comerica Bank). Early on, he held a senior position with Ernst & Young Corporate Finance LLC, as well.



AARON SOLGANICK
CEO

Solganick & Co.

Aaron Solganick founded Solganick & Co. in 2009 and has 28 years of investment banking experience within the software and tech-enabled services industry sectors. Solganick has held leading investment banking and corporate development positions at many prominent firms including KPMG Corporate Finance, Bear Stearns, B. Riley FBR, and Perot Systems Corporation. He has advised on over 200 transactions totaling approximately \$9 billion of transaction value with top global technology and PE firms.

Solganick is a leader in his field because he provides deep industry expertise and M&A experience to his clients. He is a positive and high energy deal professional that gives one hundred percent to his employees and clients. Outside of his work, Solganick is active in the Association for Corporate Growth Los Angeles chapter and also helps to feed the homeless in Los Angeles.



RAJESH SOOD

Head of Private Capital Advisory
FocalPoint, a division of B. Riley Securities

Rajesh Sood has more than 27 years of experience in mergers and acquisitions, debt and equity capital markets and financial restructurings. He has served as the lead advisor in raising senior and junior capital to support refinancings, rescue financings, leveraged buyouts, recapitalizations, growth capital, and acquisition financing.

Sood frequently serves as the lead advisor on Capital Advisory transactions in a wide variety of industries including restaurant and retail, manufacturing, business services, building products, consumer products, and healthcare. He has led several high-profile transactions including major project financings for the construction of industrial plants and a publicly issued municipal bond offering. Earlier this year, Sood played a major role in the successful sale of his firm, FocalPoint, to B. Riley Financial. Sood began his career in the corporate and leveraged finance groups at NationsBanc Montgomery Securities focused on underwriting leveraged loans to support leveraged buyouts.



NIA STEFANI

Managing Partner
Xnergy Financial

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. 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 where she was responsible for negotiating, structuring, documenting, and closing acquisitions, restructurings, dispositions, public and private equity and debt financing's, and franchising.

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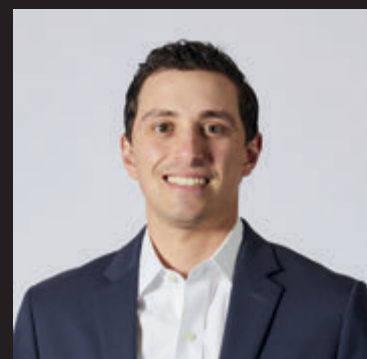


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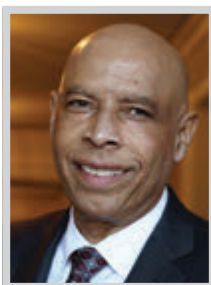
DUANE STULLICH

Co-Head of M&A

FocalPoint, a division of B. Riley Securities

Duane Stullich has over 25 years of experience advising owners and stakeholders of middle-market companies. He is actively working with companies across an array of consumer sectors including food and beverage, healthy and active living, enthusiast products, and franchising. An area of particular focus is e-commerce, digitally native consumer brands, and industry sectors being disrupted by D2C business models.

In 2002, Stullich co-founded FocalPoint Partners, where he helped spearhead the firm's expansion to become one of the fastest-growing middle market investment banks in the country. In 2022, he played a critical role in the firm's sale to B. Riley Financial. FocalPoint, as a division of B. Riley Securities, leverages an extended platform of capabilities and continues to deliver best-in-class advisory services to clients, including mergers and acquisitions, debt placements, and financial restructurings. Prior to co-founding FocalPoint, Stullich was a key contributor to the corporate finance department at Houlihan Lokey.



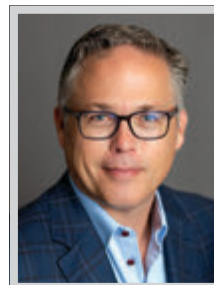
GEORGE SWAIN

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, 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

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, including holding principal 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 34 professionals with diverse backgrounds.

Young's dedicated leadership in advising business owners, management teams, and his very own employees, combined with his unique background in private equity, investment banking and the US Air Force, make him a noteworthy professional in the Banking and Finance sector in the Southern California community.

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