



LOS ANGELES BUSINESS JOURNAL
**INTERNATIONAL
BUSINESS
2022 AWARDS**

Bringing together the international
business community and celebrating
outstanding corporate leaders who are
leading the way in global trade,
investment, technology,
and innovation.

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Letter from the Publisher



From changing global relationships to shifting supply chain and policy issues, international trade continues to become more complex, but is as essential as it has ever been to our economy and other economies around the world.

In order for Los Angeles and the US at large to maintain a growing economy or lift the wages and incomes of Angelenos and Americans, it's critical that we maintain a reach beyond our national borders to sell products, produce and services to the 95% of the planet's population that lives outside the US.

The US Chamber reported last year that 40 million American jobs depend on trade, which is so integral to the many sectors of our economy.

The Los Angeles Business Journal was proud to conduct its second annual International Business Awards event on December 14th at the Westin Bonaventure Hotel & Suites downtown.

For the event this year, we brought together and celebrated the global business community and those outstanding corporate stewards who are leading the way in international trade, investment, technology, and innovation.

Many thanks to our Diamond sponsors **HSBC Bank** and **RSM US LLP**, and congratulations to the award honorees and finalists, described in these pages.

Best regards,

Josh Schimmels
Publisher & CEO



Thanks to our valued customers, we've had record growth to over \$4 billion in U.S. assets.

We are expanding and bringing our storied service culture to more areas:

Opening January 2023
Hacienda Heights

Opened 2022
Diamond Bar
Temple City
Torrance
Walnut

Opened December 2021
Irvine-Jeffrey

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2022 NOMINEES



Age of Learning



Air Lease Corp.



American International Industries



Amritt, Inc.



Anastasia Beverly Hills



Apolis



Bank of the West



Belkin



Beyond Limits



Cast & Crew LLC



Channel Factory



CHG-Meridian



Cornerstone OnDemand



CTBC Bank USA



DataDirect Networks



Deluxe Media



Electro Rent



Elevate Diamond Strategy & Diamond Executive Resumes



Enshored



Entravision Communications



FAT Brands



Genius Brands International



Goat Group



Grifols



Guess, Inc.



2022 NOMINEES



GumGum



Hikvision USA



Hireclout



Honest



Insomniac Games



InvestCloud



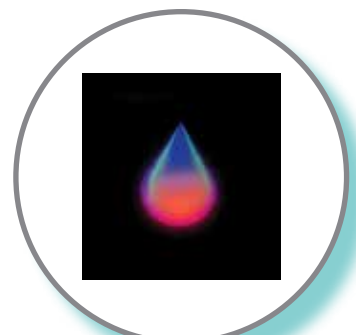
Jam City



K Swiss Inc.



KC Global Media Entertainment



Kinestry Inc.



Korn/Ferry International



Legendary Pictures



Live Nation Entertainment



Magnite



Mainfreight



Moleaer



Moose Toys



Motorcar Parts of America



MUFG Union Bank



Munchkin Inc.



Nant Health



National Cement



Network Solutions Provider



NuFace



Paul Hastings



2022 NOMINEES



Pelican Products



PMC Global



Prager Metis



Prinx Chengshan Tires



ProducePay



Provivi



PSI Services



Quinn Emanuel Urquhart & Sullivan, LLP



Reading International



ReCharge Payments



Red Bull



Redox Inc



RSG Group North America LP



Ryff, Inc.



Sada Systems



Scali Rasmussen, PC



ServiceTitan



Ship & Shore Environmental, Inc.



Silverweiss International



Skanska



Swann Communications



Takeda



Tala



Talino Ventures PBC



TCL



2022 NOMINEES



Telesign



Tetra Tech



Thai Union North America



The Agency



Thrive Market



Unsun Cosmetics, Inc.



Viking River Cruises



VXI Global Solutions



World Trade Center,
Los Angeles



Younger Optics



Zoo Digital

**CONGRATULATIONS TO OUR
2022 NOMINEES**



2022 HONOREES & FINALISTS



PUBLIC COMPANY OF THE YEAR HONOREE

FAT BRANDS

FAT Brands is a leading global franchising company that strategically acquires, markets, and develops fast casual, quick-service, casual dining, and polished casual dining concepts around the world. The company currently owns 17 restaurant brands: Round Table Pizza, Fatburger, Marble Slab Creamery, Johnny Rockets, Fazoli's, Twin Peaks, Great American Cookies, Hot Dog on a Stick, Buffalo's Cafe & Express, Hurricane Grill & Wings, Pretzelmaker, Elevation Burger, Native Grill & Wings, Yalla Mediterranean and Ponderosa and Bonanza Steakhouses.

The FAT Brands company was inceptioned back in 2017 with the goal of becoming a global leader in the restaurant franchising space. What started as Fatburger (pre-FAT Brands), has grown to now 17 restaurant brands with over 2,300 locations around the world in 48 states and 40 countries. Over the last few years, the company has grown exponentially, acquiring nine new brands in the last two years coupled with an equally impressive organic pipeline of over 1,000 units. This year alone, FAT Brands is set to open approximately 150 restaurants, a new growth milestone for the company. This record-breaking growth has been achieved during one of the most unprecedented times in the restaurant space. From COVID restrictions to supply chain to inflation, the company has navigated these challenges head on, and has continued to bolster its portfolio of brands and open new restaurants.

While FAT Brands' restaurant concepts are all philanthropic in nature and continually give back to their local communities, FAT Brands is taking this a step further with the newly formed FAT Brands Foundation, supporting the communities in which FAT Brands does business.



ENTRAVISION COMMUNICATIONS FINALIST

Since 1996, Entravision Communications has been successfully engaging U.S. Latinos. With a vision to advocate for Latinos in the U.S., founder Walter Ulloa purchased a small TV station in El Centro, California. He aspired to bridge the information gap experienced by Latinos and started on a lifetime path of delivering trusted news and premier entertainment to all U.S. Latinos.

Today Entravision is a leading global advertising, media and ad-tech solutions company connecting brands to consumers by representing top platforms and publishers. Entravision's portfolio includes digital media properties and advertising technology platforms that deliver performance-based solutions and data insights, along with over 100 TV and Radio US broadcast stations that feature nationally recognized, Emmy award-winning talent. Entravision's digital and technology business comprises five core businesses: Entravision Digital, Smadex, Entravision Cisneros Interactive, Entravision MediaDonuts and Entravision 365 Digital.



GENIUS BRANDS INTERNATIONAL FINALIST

Headquartered in Beverly Hills, Genius Brands International, Inc. is a NASDAQ publicly traded global children's media company that creates and licenses animated entertainment content. Led by award-winning creators and producers, the company distributes its content worldwide in all formats.

Genius Brands International's guiding light is "Content With a Purpose." The company partners with award-winning creators, producers and educators to develop enriching, diverse programming. From early learning to STEM-based content, lessons in inclusivity and global citizenship, there is something for everyone from toddlers to tweens. The Genius Brands portfolio features hit preschool properties Stan Lee's Superhero Kindergarten, Rainbow Rangers and Llama Llama, award-winning toddler brand Baby Genius, the all-new KC!POP Quiz and more.



GUESS, INC. FINALIST

GUESS was established in 1981 by the Marciano brothers, who left the south of France in pursuit of the American dream. Inspired by a European influence, the Marcianos redefined denim. One of their initial designs was a stonewashed, slim-fitting jean, the three-zip Marilyn. GUESS quickly became a symbol of a young, sexy and adventurous lifestyle.

Throughout the decades GUESS invited people to dream with its iconic and timeless advertising campaigns that turned unknown faces into famous models. In 2004, the company expanded with a new retail concept for its contemporary collection called Marciano. In 2007, the G by GUESS retail concept was born, gaining its Southern California aesthetic from the Marciano brothers' personal passion for the young, California lifestyle. Today GUESS is a truly global lifestyle brand with a full range of denim, apparel and accessories offered in over 80 countries around the world.



KORN FERRY INTERNATIONAL FINALIST

Korn Ferry is a global organizational consulting firm that works with its clients to design optimal organization structures, roles, and responsibilities. Korn Ferry helps these clients hire the right people and advises them on how to reward and motivate their workforce while developing professionals as they navigate and advance their careers. Korn Ferry's 10,000 experts in more than 50 countries deliver on five core areas: organization strategy, assessment & succession, talent acquisition, leadership & professional development and total rewards.

Through the Korn Ferry Charitable Foundation, the organization is working to provide direct relief to those affected by natural disaster; fund scholarships and programs; and make grants to charitable organizations working to enhance our communities. Grant recipients include American Red Cross, Black Girls Code, Communities in Schools, Fundacion Forge, LEADership Education and Development, the Trevor Project, and many other vital and impactful organizations.

2022 HONOREES & FINALISTS



PRIVATE COMPANY - ENTERPRISE BUSINESS OF THE YEAR HONOREE

VXI GLOBAL SOLUTIONS

VXI Global Solutions provides innovative and transformative customer care and customer experience (CX) solutions to the world's leading brands. Throughout its worldwide organization, VXI fosters a people-first culture that is unique in the industry, winning accolades and awards for both our positive work environment and performance excellence. Today, there are more than 35,000 people who are part of the VXI family in 42 locations in North America, Asia, Europe and the Caribbean.

VXI delivers contact center and BPO services, omnichannel and multilingual support, software development, CX innovation, quality assurance and infrastructure outsourcing. In addition, the company has developed a dynamic suite of award-winning, customer care tools that enhance the entire lifecycle of the customer-care advisor. VXI uses these tools every day within its operations and licenses them to clients and third parties that want to attain high levels of performance in their own operations.

VXI is also one of the fastest growing, privately held business services organizations in the United States. Its client partners rely on its complete range of customer management contact center and technology solutions to retain and grow their customer base while maintaining the highest level of quality and operational excellence.

The company also runs enriched programming that focuses on health issues, positive lifestyle choices, women's professional advancement and financial planning. VXI engages in local events, from charity 5k runs to working with dozens of local nonprofits. A caring, active workforce is key to its global success.



DELUXE MEDIA
FINALIST

Founded in 1915, Deluxe is the world's leading creation-to-distribution company, offering global, end-to-end services. Through unmatched scale, technology, and capabilities, Deluxe enables the worldwide market for professionally created media. Deluxe's customer-first leadership, combined with its end-to-end suite of localization, distribution services, and media technology, creates a service offering which is unrivaled in breadth, scale, and global scope. Through its Deluxe One technology platform, skilled staff and attention to service, Deluxe has the innovation, capacity and experience to meet and exceed any customer's expectations.

Deluxe's ownership, Platinum Equity, is a global M&A&O firm that specializes in mergers, acquisitions, and operations of companies that provide mission-critical products, services, and solutions in diverse industries. Together, they strive for operational excellence and customer satisfaction as the primary media services provider in the world. In addition, the Deluxe Corporation Foundation focuses on long-term solutions that help people, businesses and communities thrive and grow.



JAM CITY
FINALIST

Jam City is an award-winning entertainment company providing unique and deeply engaging mobile games that are played by tens of millions of people across the globe. Led by CEO Chris DeWolfe (former MySpace co-founder and CEO) and COO Josh Yguado (former 20th Century Fox executive), Jam City is the creative powerhouse behind some of the highest-grossing and most enduring mobile games.

Jam City's global franchise Cookie Jam has generated more than half a billion dollars, and Panda Pop has more than 140 million downloads to date. The company also maintains a go-to entertainment studio, having developed immersive, narrative-rich mobile games around iconic entertainment brands. The company's popular RPG game Harry Potter: Hogwarts Mystery was the #1 game in more than 40 countries at its launch in 2018. Jam City has nine studios located in Los Angeles, Berlin, Buenos Aires, Bogota, Burbank, Cedar Falls, San Diego, San Francisco, and Toronto.



2022 HONOREES & FINALISTS

GOAT

PRIVATE COMPANY - MID-SIZED BUSINESS OF THE YEAR HONOREE

GOAT GROUP

GOAT Group is the marketplace for authentic sneakers available under the GOAT and Flight Club brands. Its brands offer a selection of sneakers available through company-operated retail stores, e-commerce sites, and mobile apps under the GOAT and Flight Club brands. Through its innovative technology and service, GOAT Group has changed the landscape of sneaker commerce. GOAT has thirteen physical locations in the United States, Asia, and Europe, including distribution and authentication centers that ship products to 170 international markets.

The company's platforms feature over 350 brands across sneakers, apparel, and accessories. The company is backed by strategic investor Foot Locker, Inc. as well as some of the leading names in venture capital including Accel, Andreessen Horowitz, Index Ventures, Matrix Partners, Upfront Ventures, Webb Investment Network, and Y Combinator.

Daishin Sugano and Eddy Lu founded the company in Culver City in 2015. Today GOAT Group represents the leading platforms for authentic sneakers, apparel and accessories. Operating three distinct brands, GOAT, Flight Club and alias, GOAT Group has a global community of over 40 million members across 170 countries.

Established over fifteen years ago, Flight Club revolutionized sneaker retail as the original consignment store for rare shoes. Carrying the rarest exclusives and collectible sneakers, Flight Club has evolved from a one-stop sneaker destination to a cultural hub for sneaker enthusiasts and novices alike.

alias is a dedicated, global reselling app, that turns your sneakers, apparel and accessories into currency. An experience designed just for sellers, with alias, users have access to a vast audience of potential buyers, data-driven pricing insights, and the trusted support that people have come to expect from GOAT Group.

NUFACE

NuFACE
FINALIST

NuFACE was founded in 2005 by a family of beauty experts – aesthetician Carol Cole, along with her daughters Tera Peterson (also an aesthetician) and Kim Morales. NuFACE is the leader in at-home microcurrent beauty devices. Using its flagship technology, microcurrent, NuFACE's award-winning products are clinically shown to help tone, firm, and reduce the look of wrinkles, providing both visibly instant results and cumulative benefits.

Just this year, NuFACE launched their biggest tech advancement in 11 years with the MINI+ and TRINITY+ devices – expanding the brand's current FDA-cleared device range. With this launch, the brand also released their smarter-than-ever Bluetooth-enabled NuFACE App that easily connects with devices and unlocks exclusive advanced treatments with different depths of microcurrent targeting different layers of the skin. NuFACE is an omnichannel business with its products distributed across the professional, prestige, and specialty retail, direct-to-consumer, eCommerce, home shopping, and international channels.

PELICAN PRODUCTS
FINALIST

Located in Torrance with 200,000 square feet of manufacturing and office space, Pelican Products has grown into a global enterprise with 11 manufacturing facilities, 23 international sales offices, and multiple advanced case centers, network stations, and service centers around the world. Global expansion along with smart acquisitions and new product introductions have all added to the success Pelican realizes today. Pelican wholeheartedly embraces the calling and the duty that it has lived up to for more than 45 years.

Contributing to communities and embracing philanthropy has allowed Pelican to foster valuable relationships and connections. From volunteer services to donations, Pelican has been passionate in making a real difference in the lives of others in collaboration with employees and allies alike. Providing resources to those in need has helped in the development of local communities and strengthened mutual hope, trust, and reliability.



PRIVATE COMPANY - EMERGING BUSINESS OF THE YEAR HONOREE

KC GLOBAL MEDIA ENTERTAINMENT

KC Global Media Entertainment LLC is a global multi-media company based in the United States. The brainchild of former Sony executives Andy Kaplan and George Chien, KC Global Media Asia (KCGM Asia) is Asia's leading entertainment hub through the production, distribution and programming of quality, groundbreaking content. KCGM Asia boasts an impressive portfolio of premium pay TV channels in South-East Asia and Korea, including English-language general entertainment network AXN, anime channel Animax, South Korea's ONE and Japanese entertainment channel GEM.

By combining award-winning and well-loved entertainment formats with extensive knowledge and insight of the Asia Pacific market, KCGM Asia is paving the way for a new standard of entertainment in Asia and beyond.

Amid the pandemic, KCGM Asia adopted creative and innovative approaches to take its Asian original productions to the next level with some of the biggest local celebrities on two ground-breaking multimedia travel series, connecting with our fans worldwide across AXN Asia networks. In partnership with the Philippines Department of Tourism, Filipino celebrities invited audiences from around the world on a journey to their hometowns in travel reality series, My Hometown is G.O.A.T. Award-winning Indonesian celebrities, Afgansyah Reza (Afgan) and Isyana Sarasvati joined AXN Ultimate Challenge Indonesia, a travel reality series in partnership with the Ministry of Tourism and Creative Economy of Indonesia to explore three iconic islands in Indonesia.

KCGM Asia's creative and innovative approaches to bringing multimedia content experiences to life are evident in original productions including live digital content experiences connecting fans with South Korean star Kim Young Dae, from ONE's award-winning Korean drama series, Penthouse.



PRODUCEPAY
FINALIST

Founded in 2014 by Pablo Borquez Schwarzbeck, a fourth-generation farmer, ProducePay is an L.A.-based company transforming the fragmented global produce industry into a more connected, sustainable and profitable supply chain. ProducePay's marketplace provides growers and buyers with unprecedented access to market and financial solutions that help eliminate over 50% of unnecessary economic and food waste.

For the past eight years, ProducePay has trailblazed a new mode of agricultural technology and innovation with a farmer- and produce-first approach. Historically, the produce sector has been left behind when it comes to modernization and inclusion in an efficient and digitized market. ProducePay's comprehensive understanding of produce agriculture has allowed the company to put the produce grower at the center of its services and technological pursuits. ProducePay is committed to bringing customized and specialized solutions to the produce supply chain, while empowering produce growers to be on the frontlines of innovation and modernization.



RYFF, INC.
FINALIST

Ryff is creating a new advertising economy by helping content owners and brands unlock the potential of untapped inventory to dramatically alter the way brands reach audience and content production is funded. Ryff provides a 21st century solution to a form of advertising that is almost 100 years old: brand placement. Ryff ingests any visual media and make it available with photo realistic brand and product integration automatically, without human intervention, at scale in real time.

Ryff is also a sponsor of the 2022 Outfest Legacy Awards, the premiere awards show and fundraiser dedicated to celebrating LGBTQIA+ movers and shakers in the film and television industry. Ryff is also a supporter of Chapman University Dodge College of Film and Media Arts in Orange, the National Film and Television School in Buckinghamshire, England and the Johnny Carson Center for Emerging Media Art in Lincoln, Nebraska.



2022 HONOREES & FINALISTS



cornerstone

RSM INTERNATIONAL TECH COMPANY OF THE YEAR HONOREE

CORNERSTONE ONDEMAND

Since Cornerstone OnDemand began over 20 years ago, the company has been developing solutions that help people learn and grow at work. But the world, people's expectations, and the way we work have changed. So, Cornerstone is taking all of its collective experience, expertise, and innovation DNA and is channeling it into one goal: helping talent leaders create a work environment that inspires growth, productivity, and success for all.

Cornerstone OnDemand established the Cornerstone OnDemand Foundation so nonprofits would not have to choose between advancing their cause and developing their people. The goal was to give anyone working in the nonprofit sector access to the same innovative technology and online learning resources that employees at Fortune 500 companies and other Cornerstone OnDemand clients were using to build new skills and maximize their impact.

The guiding mission at the Cornerstone OnDemand Foundation is to transform the way people help people. Through its free online learning programs and pro bono consulting, Cornerstone builds the capacity of nonprofit organizations and provides their employees, volunteers, and the communities they serve the opportunity to learn essential skills at no cost.

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CHANNEL FACTORY
FINALIST

Channel Factory is a global technology and data platform that maximizes both performance efficiency and contextual suitability, delivering contextual performance for advertisers on YouTube. Channel Factory's CEO & founder, Tony Chen, went from double majoring in piano performance and economics at Rice University to building a comprehensive software platform, ViewIQ, that helps brands and agencies buy YouTube and digital video more effectively.

ViewIQ has enabled Channel Factory to create high-performing, brand-safe, and brand-suitable media campaigns for advertisers across the world, such as McDonald's, Nissan, NASCAR, Coty, LEGO and more. Channel Factory has since been named a Cynopsis and AMMA award-winning technology innovator. It is continuing to develop and advance its proprietary technology while expanding offices internationally, growing self-service solutions, and building a community of diverse creators to support a more inclusive and conscious digital ecosystem.



DATA DIRECT NETWORKS
FINALIST

Data Direct Networks is transforming the way customers are storing, managing and using their data for differentiation and discovery. Unmatched performance and scale coupled with expertise gained through more than 20 years' experience means DDN helps customers store and access more data faster, on premises and in the cloud. DDN simplifies the complex and brings intelligence to challenging workflows. With a comprehensive portfolio, DDN powers the world's data intensive workflows in all industries.

DDN is the global leader in at scale data storage. For more than two decades, DDN products have helped customers extract value and manage their data better, faster, and safer. No matter how challenging, DDN has a system to help meet and exceed the needs at hand.

LOS ANGELES BUSINESS JOURNAL

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2022 HONOREES & FINALISTS



ANASTASIA
BEVERLY HILLS

GLOBAL TRADE LEADER OF THE YEAR HONOREE

ANASTASIA BEVERLY HILLS

Romanian-born beauty entrepreneur Anastasia Soare launched her namesake brand with a Beverly Hills flagship salon in 1997 and the company's first product line in 2000. Rooted in the sacred geometry of the Golden Ratio, ABH creates prestige cosmetics for a passionate prosumer audience.

Soare was first to introduce brow shaping and products based on her patented Golden Ratio Eyebrow Shaping Method, and is widely credited for fueling the multi-million dollar business that surrounds the category. Popularized through customer relationships with some of the world's most recognizable faces, the "brow revolution" she ignited has become a landmark contribution to beauty history. In 2014, ABH debuted its new color makeup line on Instagram, cultivating a relationship with customers focused on product education, artistry, and responsiveness in delivering the "ultimate polished look" for which the brand is known. ABH has received industry-wide recognition for digital innovation and numerous accolades for products such as cult-classics Brow Wiz, Contour Kit, and Liquid Lipstick.

ABH products are available at anastasiabeverlyhills.com, Dillard's, Macy's, Nordstrom, Sephora, ULTA, and select retailers in over 25 countries. ABH is committed to cruelty-free product formulation, testing and development.

On June 1, ABH pledged one million dollars towards the fight against social injustice. ABH began with a combined donation of \$100,000 to The Innocence Project, The NAACP Legal Defense and Education Fund, Black Visions Collective, The Marshall Project, United Friends of Children, Unicorn Riot Minneapolis, Take Action Minnesota, and Black Lives Matter. ABH vowed to remain constant and vocal supporters of equality, and vowed to use its platform and privilege to amplify the voices of marginalized groups that deserve to be heard.

Magnite

MAGNITE
FINALIST

Magnite was born in 2020 when the programmatic ad pioneers at Rubicon Project teamed up with the CTV experts at Telaria. To accelerate its CTV ambitions, Magnite acquired CTV leader SpotX and ad management platform SpringServe in 2021. Now, Magnite is the industry's largest scaled, independent CTV/video ad platform. Though CTV and video are now as important to Magnite as ever, the company remains committed to its roots as an omnichannel SSP.

Thousands of publishers around the globe rely on Magnite's technology to sell advertising on their own terms and across every channel and format – including CTV, desktop, mobile, and audio. Likewise, Magnite helps the world's leading agencies and brands reach millions of consumers efficiently, safely, and while respecting their privacy. The Magnite team is made up of hundreds of people across North America, EMEA, LATAM, and APAC, and its stock is traded on NASDAQ as MGNI.

VIKING

VIKING RIVER CRUISES
FINALIST

Viking was founded in 1997 with the vision that travel could be more destination focused and culturally immersive. In 2000, the company purchased Europe's KD River Cruises in order to grow its fleet, to leverage 40 years of river cruising experience and to acquire rights to prime docking locations in key European cities.

The company expanded into the American market in 2000, establishing a sales and marketing office in Los Angeles. Since then, Viking has grown to be the leading small ship travel company, offering river, ocean and expedition voyages on all seven continents. With an operational office in Basel, Switzerland, Viking provides destination-focused itineraries for curious travelers. Each journey includes a shore excursion in every port and an onboard and onshore enrichment program that provides deep immersion in the destination through performances of music and art, cooking demonstrations, informative port talks and carefully selected guest lecturers.



HSBC SUSTAINABLE COMPANY OF THE YEAR HONOREE

MUNCHKIN INC.

Munchkin Inc. is on a mission to be the most loved baby lifestyle brand in the world. As a go-to producer of reliable and innovative products designed to make parents' lives easier, Munchkin's core customers are expecting moms and dads. Going into 2022, the company's executive team understood they were facing an intensifying challenge: a declining customer base. With U.S. birth rates dropping to their lowest rate in the country's history, Munchkin's team knew unique and innovative strategies were needed to meet sales expectations. These included expanding the breadth of the portfolio by launching into new gear categories, focused on increasing the registry footprint.

Munchkin has also been growing within existing categories by launching items leveraging new technology such as Munchkin's UV Diaper Pail, the first smart, electric diaper pail. Utilizing four gold LED UV lights to automatically disinfect the internal surface of the diaper pail every time the lid is closed, Munchkin's Diaper Pail line-up just got even better. Because parents always need an extra hand during diaper changes, Munchkin also designed the first ever Touch Free Wipe Warmer. With a simple wave of the hand, the lid will automatically open and close, giving the user one less thing to worry about.

Munchkin also has an unwavering focus on delivering the highest quality products for parents. One of the company's corporate goals is to only offer products with a 4.5 star rating or above. The current portfolio has an average rating of 4.58 stars, and is on the rise.



CHG-MERIDIAN
FINALIST

CHG-Meridian is the leading international technology manager and financing expert in the IT, industrial, and healthcare technology sectors. Nearly 1,200 employees across 28 countries manage a technology portfolio worth \$7.8 billion (2021). The company's headquarters is in Weingarten, Germany.

CHG-Meridian finances and manages international technology projects in a holistic, digital, and sustainable manner. Acting independently of banks and manufacturers, CHG-Meridian supplies the necessary assets to its customers, which include large corporations, small and medium-sized enterprises, hospitals, and the public sector. It has been managing its customers' technology investments for more than 40 years, covering the entire life-cycle from procurement and use to data erasure, refurbishing, and remarketing. CHG-Meridian's business model has been based on the principles of the circular economy since 1979 and has been carbon-neutral since 2021. To achieve this, the company avoids, reduces, or offsets all CO2 emissions generated by our business activities.



PROVIVI
FINALIST

Created in 2013 by Nobel Laureate Dr. Frances Arnold and co-founders Pedro Coelho and Peter Meinhold, Provivi is a principles-based crop protection company with a mission to apply state of the art technologies to improve life and aspirations of farmers across the globe. The company's focus is to create a new foundation for safer, affordable, and sustainable crop protection.

Provivi uses pheromones to protect large acreage row crops from major damaging insects, recently announced a \$10 million investment by the Bill & Melinda Gates Foundation. This amount adds to Provivi's recently announced \$45.5 million C2 fundraising round. This investment in Provivi aims to further advance the foundation's charitable objective of developing new crop innovations designed to meet the needs of smallholder farmers. The funding will support the production and distribution of crop protectants to address insect pests that have a disproportionate impact on small-scale producers within developing countries.



2022 HONOREES & FINALISTS



INTERNATIONAL BUSINESS ADVOCATE OF THE YEAR HONOREE

TALINO VENTURES

Talino Ventures PBC is the Los Angeles based global venture studio building next-generation financial inclusion technology companies. Despite working with cross border teams and multiple time zones, Talino Ventures has built three digital banks, one serving global immigrants, one global remote workers, and underserved small businesses. Talino has won awards and partnered with leading public and private institutions such as the FDIC, USAID, Asian Development Bank, World Economic Forum, East West Bank, and the Sovereign Wealth Fund of Bahrain.

Talino Venture Labs is on mission to bridge the financial inclusion gap for 1.7 billion people around the world. Through the successful venture studio model, Talino builds repeatable, scalable, and profitable fintech that empower underserved, underrepresented groups across the globe with financial access and mobility. Talino's proprietary tech stack gives it the capability to build, deploy, and scale new technologies and businesses with greater agility and efficiency. Its Talino FIT system is already being used by financial institutions across Asia and the United States.

Talino was founded by Winston Damarillo, a former venture capitalist, a Young Global Leader of the World Economic Forum, and a Silicon Valley veteran with three successful startup exits. He's joined by a team of industry experts, multi-awarded entrepreneurs, and impact-driven leaders based in the Philippines and in the United States. Talino's leadership team has had decades of experience designing and building global ventures, brands, and campaigns. Together, they aim to build the future of fintech focused on inclusivity and empowering the underserved.

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SCALI RASMUSSEN
FINALIST

Entrepreneurs and business owners in automotive, retail, manufacturing and distribution, hospitality and other leading sectors count on Scali Rasmussen to manage the full range of legal issues that arise for thriving companies. Scali Rasmussen’s targeted counsel includes big-picture perspectives and industry insights that keep organizations protected and their business moving forward when issues and challenges appear.

Working from its five offices across California, Scali Rasmussen helps clients make the most of new opportunities. They use their brand of business legal common sense to resolve challenges. As attorneys who “think big,” they also can help international entrepreneurs establish and grow their presence in the United States. Whether devising practical regulatory programs for car dealerships, ensuring data privacy compliance across 50 states, or settling complex breach of contract claims, their attorneys focus on preventing issues from becoming hurdles.



WORLD TRADE CENTER, LOS ANGELES
FINALIST

Stephen Cheung and his dual roles as president of The World Trade Center - Los Angeles (WTCLA) and new president/CEO for LA Economic Development Corp (LAEDC) make him and his teams significant international business advocates. His leadership for the World Trade Center in this not-for-profit public benefit organization has been a vital resource dedicated to attracting foreign direct investment to the Los Angeles region and facilitating global business opportunities between Los Angeles and international companies.

The WTCLA has created a step-by-step guide on “How to Do Business in Los Angeles County” for investors and budding businesses; and has compiled data and resources for each of the 88 cities located in LA County to assist businesses with uncovering the region’s potential. WTCLA provides essential matchmaking and consulting services to connect the right business partners and service providers to international companies looking to grow their businesses in the Los Angeles region.



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The Los Angeles Business Journal 2023 Leaders of Influence Series will spotlight outstanding professionals in several key industries. Each month we will publish a Leaders of Influence as well as a Women of Influence edition to recognize accomplished executives in their industry. Those selected to be featured in each of these published issues will be reviewed by the editorial department and chosen based on a demonstration of their impact made in their organization, the profession, and the Community of Business™.

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2022 HONOREES & FINALISTS



INTERNATIONAL SUBSIDIARY OF THE YEAR HONOREE

RED BULL

Inspired by functional drinks from East Asia, Dietrich Mateschitz founded Red Bull in the mid-1980s. He developed not only a new product but also a unique marketing concept and launched Red Bull Energy Drinks in Austria on April 1, 1987. A completely new product category was born – energy drinks.

Today, Red Bull operates in over 172 countries, selling over 9.8 billion cans annually and growing! Above all, its people remain the essential ingredient in bringing the Red Bull brand to life. In Austria more than 2,000 individuals, representing over 60 different nationalities, work together to grow the brand and deliver great products and experiences by “Giving Wings” to people and ideas. In addition to Red Bull’s global headquarters, Austria is home to Red Bull Media House and other entities such as the company’s Consumer Products divisions, Wings for Life and the Flying Bulls. Red Bull also maintains its North American headquarters in Santa Monica.

Wings for Life is a not-for-profit spinal cord research foundation. Its mission is to find a cure for spinal cord injury. It funds world-class scientific research and clinical trials around the globe aimed at healing people who have suffered from an injured spinal cord. Progress in spinal cord research is largely driven by private funding. Wings for Life is dependent on donations from individuals and companies. 100% of all donations are used for research purposes because all administrative costs are generously covered by the Red Bull Company.



GRIFOLS

GRIFOLS
FINALIST

Grifols’ leadership in essential plasma-derived medicines enables patients with rare and chronic diseases – sometimes life-threatening – to lead healthier lives. These patients often have no alternative treatments. Grifols produces its lifesaving medicines, made from plasma proteins, thanks to the generosity of donors who entrust their donations to Grifols’ growing global network of donor centers, the world’s largest.

Grifols is also a leader in transfusion medicine, helping ensure the safety of the world’s blood supply. In addition, we provide biological materials, including plasma, for life-science research and further manufacturing, and the company has a comprehensive portfolio of tools, information and services that enable hospitals to efficiently deliver medical care. The company’s more than 27,000 employees, based in more than 30 countries and regions, work to provide our trusted products and services as part of a sustainable business model in more than 110 markets.



MOOSE TOYS
FINALIST

Moose Toys creates, manufactures, and markets toy brands across many categories. The action figure, arts, craft & activity, collectible, doll, games, plush, preschool, and youth electronics toy aisles are where customers find Moose Toys’ “WOW” toy brands! Using groundbreaking designs, Moose Toys is constantly thinking outside the (toy) box and pushing innovation boundaries, trailblazing the way in toy design with some of the world’s favorite toy brands, such as Treasure X, Kindi Kids, Goo Jit Zu, and Little Live Pets (to name a few).

The Moose Toys doesn’t just dream of making kids happy. They actually do it. With philanthropy weaved into the very being of Moose and the unwavering commitment from the Moose family to give back, The Moose Happy Kids Foundation was born. With the help of some inspiring partnerships, Moose is working to make a positive difference to children and their communities, to help them access the pure power of play.



COMMUNITY INVESTMENT CHAMPION OF THE YEAR HONOREE

THE HONEST COMPANY

The Honest Company was born of a simple purpose: to create safe, effective products for families. And the “Honest Standard” is how the company makes that intention a reality. It’s a set of guiding principles, and the way in which the company applies its values to innovation and development. This standard defines the way Honest moves forward with all new products it introduces.

Over 25 million family personal care, feminine care, clean beauty products and other essentials have been donated by the Honest Company to individuals and families serviced by the company’s nonprofit partners. Its compassionate team has volunteered over 18,000 hours (and counting) with over 50 different non-profit organizations giving back to its communities through donation drives, serving meals, beach cleanups and more.

Honest has donated to families in need in the best and worst of times, including the million diapers and 50,000 personal care products and wipes for those affected by COVID-19 and over 345,000 products for natural disaster survivors and children separated at the border. From day one, Honest has partnered with Baby2Baby to help provide diapers, wipes and basic essentials to children in at-risk communities across the country. Also, Honest’s partnership with March of Dimes helps fund research, advocacy, and service programs that address the current maternal health crisis and support moms in need.



TALINO VENTURES PBC FINALIST

Talino Ventures PBC is the Los Angeles based global venture studio building next generation financial inclusion technology companies. Despite working with cross border teams and multiple time zones, Talino Ventures has built three digital banks, one serving global immigrants, one global remote workers, and underserved small businesses. Talino has won awards and partnered with leading public and private institutions such as the FDIC, USAID, Asian Development Bank, World Economic Forum, East West Bank, and the Sovereign Wealth Fund of Bahrain. Talino empowers low and middle income communities with greater access to financial inclusion technologies in order to graduate them into the emerging middle class. Further, Talino has provided over 1,000 scholarships for kids’ science, technology, engineering and mathematics education. The company also sponsors and organizes several community events across Los Angeles County.



THRIVE MARKET FINALIST

Thrive Market is an American e-commerce membership-based retailer offering natural and organic food products. Every product on Thrive’s virtual shelves must meet rigorous standards for quality, sustainability, and affordability. By 2016 the company’s founders had raised \$141 million across three rounds of funding following its launch in November 2014. The company’s Thrive Gives has been its promise since day one: for every paid membership, Thrive donates a free membership to someone in need. Thrive is also carbon neutral by purchasing carbon credits and matching 100% of its facilities’ electricity use with renewable energy certificates. Moving forward, Thrive will set science-based reduction targets, continue ground-only shipping and invest more in regenerative agriculture to be carbon negative by 2025. Two of Thrive’s three warehouses are TRUE Certified for Zero Waste, meaning it reduces, reuses, or recycles materials and diverts at least 90% of solid waste away from landfills.



Aligning Leadership Around Global Enterprise Strategy Questions

Why it may be time to take another look.

When you're developing a global enterprise strategy, having your organization's leadership aligned on organizational goals is a key driver of action. Especially for organizations that operate on a global scale, misalignment can lead to costly mistakes, such as pursuing the wrong strategy or executing the right one poorly.

A multidisciplinary approach that brings all the members of the C-suite together can help create a fuller picture of the challenges and opportunities that face your company—this ensures that your global enterprise strategy isn't viewed through just one lens. To have stakeholders aligned on the best opportunities, they must collaborate as a team and challenge their assumptions through rigorous inquiry. They can then combine their perspectives into an agreed-upon problem statement or statements that, if solved, would drive your organization's desired results.

In the process of developing a global enterprise strategy, however, many organizations ask the wrong questions, especially if they lack international experience, are entering new markets or are introducing new products or services. Asking the wrong questions can lead companies to greatly oversimplify the challenges of global expansion and also underestimate the time, effort and investment required to achieve their goals.

Formulating the right questions—and having a leadership team agree with those questions—accelerates the action needed to answer them. Effective problem statements in the form of a question provide a standard that can be validated over and over to determine whether an organization's strategic planning is on target.

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Consider the following examples of four companies that, when they stepped back to question the problems they were seeking to solve, discovered they hadn't been asking the right questions in the first place. By thoughtfully engaging in additional dialogue, RSM was able to help these organizations determine the right questions and ultimately shift their global enterprise strategies to achieve success more quickly, cost-effectively and profitably.

ECOMMERCE: UNCOVERING OPPORTUNITIES

An ecommerce business sought a way to expand its business into Europe and wanted to establish a light manufacturing and distribution center. After analyzing and questioning the cost models, European sales figures and customer feedback the company shared, RSM determined that the business didn't need to establish a local presence right away. Instead, RSM found ways the organization could increase its market share and meet customer goals by implementing a customer loyalty program and restructuring customer shipping costs.



CONSUMER PRODUCTS: TAKING A LARGER VIEW

A consumer products company approached RSM about setting up a new IT system in China to support a planned expansion. After asking additional questions about the expansion plans, RSM consultants determined that what the company really needed was to determine the right business model for operating in China. In the end, the best fitting model for successful expansion didn't require an IT investment at all.

CONSUMER PRODUCTS: VALIDATING ASSUMPTIONS

A consumer products company was seeking new ways to drive profitability quickly and needed to determine which channels and products to prioritize. After interviewing the company's management, RSM uncovered and validated a new way to address a channel the

company hadn't been considering. The new approach leveraged untapped partnerships that, if pursued, could make up the majority of the company's sales in as little as three years.

FRANCHISE: QUICK-SERVING SUCCESS

A global fast-food franchisor asked RSM to provide common IT system localization data about countries where the franchisor was rolling out a new point-of-sale system. After conducting multiple interviews with management to better understand the company's goals and challenges, RSM was engaged. Upon questioning management's assumptions and learning more about the company's systems, RSM uncovered previously unknown issues in data security, tax and VAT that would be critical to address before a successful rollout could take place. RSM's additional advice enabled the client to implement a system that was fit for purpose and short-

ened the time to value by minimizing rework.

BUILDING A SUCCESSFUL GLOBAL ENTERPRISE STRATEGY

In today's increasingly connected world, international expansion may seem to be a natural next step for many mid-market companies. But preparing for global growth isn't a step to take lightly. It requires considering a dizzying array of factors, from supply chain management and resource issues to taxes and IT needs. It also involves making critical decisions, such as where to locate a factory or whether to make an acquisition.

With so much to consider, developing a sound global enterprise strategy is the first step to successful expansion. Bringing the entire executive team together to rigorously examine global challenges and opportunities, define the key questions to ask and solve for the desired results can help put your organization on the path to achieving its global goals—a path that may look much different than the one you initially envisioned.

Few organizations have all the resources they need for global success within their walls. Enlisting an experienced partner to help guide your international journey can provide the outside perspective your organization requires to develop a robust strategy for success. RSM has a record of success helping mid-market companies enter global markets and a network of experienced professionals worldwide ready to assist you.

If you're in the process of accessing your global enterprise strategy, read RSM's eBook titled "Global Enterprise Strategy: Five Things to Get Right in Future-Shaping Projects" to discover the key questions you should be asking about your enterprise's goals.

Download the eBook at rsmus.com.

