

THE LIST

INVESTMENT BANKS








Ranked by number of FINRA-licensed investment banks in L.A. County

Rank	Investment Bank • name • address • website	L.A. County Employees • licensed bankers	Industry Focus (partial list)	Services Offered (partial list)	Profile • headquarters • offices (L.A./total)	Top Local Executive • name • title • phone	
1	 Houlihan Lokey Inc. 10250 Constellation Blvd., 5th Floor Los Angeles 90067 hl.com	148	M&A, fairness opinions, solvency opinions, private debt and equity placements, due diligence, restructuring	aerospace, business services, consumer, energy, media, finance	Los Angeles 1 / 36	Scott Beiser CEO (310) 553-8871	
2	 Moelis & Co. 10100 Santa Monica Blvd, Suite 1600 Los Angeles 90067 moelis.com	64	M&A, fairness opinions, solvency opinions, private debt and equity placements, due diligence, restructuring, IPO underwriting, PIPE financing, strategic advisory, shareholder advisory special committee assignments, capital structure advisory	business services, clean technology, consumer & retail, energy, financial institutions, financial sponsors/private equity, healthcare, media & entertainment, telecom	New York 1 / 23	Kenneth Moelis CEO (310) 443-2300	
3	 Intrepid Investment Bankers 11755 Wilshire Blvd., 22nd Floor Los Angeles 90025 intrepidib.com	57	M&A, private debt and equity placements, restructuring, buy-side search	lifestyle brands beauty, personal care & wellness toys & giftware food, beverage & agriculture	Los Angeles 1 / 5	Ed Bagdasarian CEO (310) 478-9000	
4	 Imperial Capital 10100 Santa Monica Blvd., Suite 2400 Los Angeles 90067 imperialcapital.com	56 ¹	M&A, fairness opinions, solvency opinions, private debt and equity placements, due diligence, restructuring, IPO underwriting, PIPE financing	aerospace and defense, business services, consumer, energy, financial services, gaming, lodging and leisure, industrial, media and entertainment, real estate, security, technology and transportation	Los Angeles 1 / 7	Randall Wooster CEO (310) 246-3700	
5	 Lincoln International 633 W. 5th St., 66th Floor Los Angeles 90071 lincolnternational.com	38	M&A, fairness opinions, solvency opinions, private debt and equity placements, due diligence, restructuring, capital advisory, private funds advisory, mergers and acquisitions, valuations and opinions	business services, consumer, energy, power and infrastructure, healthcare, industrial, technology, media and telecom, financial institutions	Chicago 1 / 23	Christopher Petrossian Managing Director (213) 283-3700	
6	 B. Riley Securities Inc. 11100 Santa Monica Blvd., Suite 800 Los Angeles 90025 brileysecurities.com	32	M&A, fairness opinions, solvency opinions, private debt and equity placements, due diligence, restructuring, IPO underwriting, PIPE financing, at-the-market, preferred and baby bond issuances; committed equity facilities	all industries	Los Angeles 5 / 200	Andy Moore CEO (310) 966-1444	
7	 Cappello Global LLC 9460 Wilshire Blvd., Penthouse Beverly Hills 90212 cappellocorp.com	31	M&A, fairness opinions, solvency opinions, private debt and equity placements, due diligence, restructuring, PIPE financing, private investment in public equity securities, project financing, restructuring & work outs, specialized financing, strategic advisory, valuations	agriculture, banking & financial services, biotechnology, business services, consumer products, distribution, energy, food & beverage, logistics & freight forwarding, travel & tourism	Beverly Hills 1 / 5	Alexander L Cappello CEO, Chair (310) 393-6632	
8	 American Discovery Capital 11150 Santa Monica Blvd., Suite 1425 Los Angeles 90025 americandiscoverycapital.com	27	M&A, private debt and equity placements, restructuring, PIPE financing, divestitures, corporate sales, joint partnerships	technology, services, industrial, health care, media, consumer, financial, real estate	Los Angeles 1 / 3	Brian Webber John Joliet Co-Founder, Partners (310) 481-8700	
9	 Xnergy Financial 1801 Century Park East, 25th Floor Los Angeles 90067 xnergy.com	26	M&A, private debt and equity placements, PIPE financing, corporate finance and merger and acquisition services	technology, software, retail, energy, financial services, health care, life sciences, aerospace, manufacturing, blockchain	Los Angeles 1 / 3	Nia Stefani Managing Partner (310) 552-0000	
10	 CriticalPoint 2101 Rosecrans Ave. Suite 4255 El Segundo 90245 criticalpointpartners.com	25	M&A, private debt and equity placements, due diligence, restructuring	consumer, industrial, aerospace and defense, manufacturing, business services, apparel, distribution/logistics, building products, technology, media and telecom	Los Angeles 1 / 1	Matt Young CEO (310) 321-4400	
11	 Kroll 10100 Santa Monica Blvd., Suite 1100 Los Angeles 90067 kroll.com	23	M&A, fairness opinions, solvency opinions, private debt and equity placements, due diligence, restructuring, M&A, fairness opinion, solvency opinion, private debt and equity placements, due diligence, restructuring	technology, aerospace & defense, consumer, retail & restaurants, food & beverage, health care, industrial & manufacturing	New York 1 / 77	Steve Moon Managing Director (424) 249-1650	
12	 Montminy & Co. 201 Santa Monica Blvd., Suite 480 Santa Monica 90401 montminyco.com	17	M&A, fairness opinions, private debt and equity placements, due diligence, restructuring, merchant banking, valuation services	business & financial, consumer, retail & restaurants, health care, industrial & manufacturing, real estate, technology, sports & entertainment	Los Angeles 1 / 1	Joel Montminy CEO, President (310) 230-8600	
	 Salem Partners 11111 Santa Monica Blvd., Suite 2250 Los Angeles 90025 salempartners.com	17	M&A, fairness opinions, solvency opinions, private debt and equity placements, due diligence	life sciences, real estate, media and technology	Los Angeles 1 / 2	John Dyett Stephen Prough Co-Founder, Managing Directors (310) 806-4200	
14	 Stifel Financial Corp. 2121 Avenue of the Stars, Suite 2150 Los Angeles 90067 stifel.com	15	private debt and equity placements	public entities	St. Louis 2 / 462	Sara Oberlies Brown John Kim Robert Barna Managing Directors (213) 443-5000	
15	 Janas Associates 141 S. Lake Ave., Suite 102 Pasadena 91101-4757 janascorp.com	14	M&A, fairness opinions, private debt and equity placements, due diligence, restructuring, management consulting	middle-market manufacturing, business services, distributors, aerospace & defense, agriculture, food processing	Pasadena 1 / 6	R. Carter Freeman CEO, Chair (626) 432-7000	

¹ Business Journal estimate.
NA - Not Available Note: Information was provided by representatives of the companies and public filings. Investment banks are ranked by the number of FINRA-licensed bankers in L.A. County offices. Goldman Sachs Group Inc., Hadley Partners Inc., Covert & Co., Lionfish Advisors and other firms may have qualified for this list but declined to provide number of local FINRA-licensed bankers. To the best of our knowledge, this information is accurate as of press time. While

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INVESTMENT BANKS *Continued from page 23*

Rank	Investment Bank	L.A. County Employees	Industry Focus (partial list)	Services Offered (partial list)	Profile	Top Local Executive
	<ul style="list-style-type: none"> name address website 	<ul style="list-style-type: none"> licensed bankers 			<ul style="list-style-type: none"> headquarters offices (L.A./total) 	<ul style="list-style-type: none"> name title phone
	 Greif & Co. 633 W. 5th St., 65th Floor Los Angeles 90071 greifco.com	14	M&A, fairness opinions, private debt and equity placements, restructuring, PIPE financing, strategic advisory, operations improvement consulting	consumer products, retail & ecommerce, industrial manufacturing & distribution, technology, health care, food, business services, entertainment & media, aerospace & defense	Los Angeles 1 / 1	Lloyd Greif CEO, President (213) 346-9250
	 Rothschild & Co. 10100 Santa Monica Blvd., Suite 1250 Los Angeles 90067 rothschildandco.com	14 ¹	M&A, growth capital raising, equity and debt advisory, restructuring	automotive, business services, consumer, financial services, industrial, technology	Paris 2 / 65	David Baron Head of Western Region (310) 432-4310
18	 Diamond Capital Advisors 1875 Century Park E., Suite 1220 Los Angeles 90067 diamondcapadvisors.com	13 ¹	M&A, fairness opinions, solvency opinions, private debt and equity placements, consulting for exit strategies, liquidity analysis	manufacturing, distribution, business services, media, health care, technology, consumer products, aerospace, digital media	Los Angeles 1 / 1	David Herman Managing Partner (310) 432-8575
19	 Park Lane 1515 7th St., Suite 125 Santa Monica 90401 prkln.com	12	M&A, fairness opinions, solvency opinions, private debt and equity placements, due diligence, restructuring, valuations and secondary trading	Investment banking in sports, media, tech and consumer. Third party marketing in real estate, healthcare, defense, oil and gas	Los Angeles 1 / 4	Andrew Kline Managing Director (310) 201-8496
	 Sage Group 11111 Santa Monica Blvd., Suite 2200 Los Angeles 90025 sagellc.com	12 ¹	M&A, fairness opinions, solvency opinions, private debt and equity placements, due diligence, restructuring, capital raises, valuations	branded consumer, including e-commerce, apparel, retail, accessories, beauty/personal care, location-based entertainment, and food and beverage	Los Angeles 1 / 2	Mark Vidergauz CEO (310) 478-7899
21	 Spartan Group 16 N. Marengo Ave., Suite 307 Pasadena 91101 spartantsg.com	11	M&A, fairness opinions, private debt and equity placements, PIPE financing	metals/transportation, infrastructure, food and beverage, retail and consumer, automotive retail	Pasadena 1 / 2	John Johnson Managing Director (626) 204-6380
22	 Armory Securities 200 N. Pacific Coast Highway, Suite 1525 El Segundo 90245 armorygroupplc.com	10	M&A, fairness opinions, solvency opinions, private debt and equity placements, due diligence, restructuring, PIPE financing, corporate carve-outs, CRO and crisis management	business services, consumer products & retail, energy & resources, food, beverage & agri-business, gaming, hospitality & leisure, life sciences & healthcare, manufacturing & industrial, media & telecommunications, real estate & construction, technology & technology enabled services	Los Angeles 1 / 5	Eben Perison President, Senior Managing Director (310) 220-6400

¹ Business Journal estimate.

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