

Corporate Facts Sheet

Local Reach,
Global
Presence

Headquarters

Los Angeles, California

Year Founded

1956

Who We Are

Founded in 1956, CFA provides clients with financial advisory services and access to capital resources to help business owners successfully sell, buy or finance a business. As one of North America's largest investment banking firms serving middle-market businesses, we are a respected advisor to private corporate clients, as well as public companies. CFA is known for superior M&A advisory skills and capital raising expertise that have resulted in the facilitation of thousands of transactions over the last five decades. Our investment banking professionals provide a broad range of services in support of mergers, acquisitions, divestitures, capital raising and corporate restructuring. Local service is provided by over 20 offices in the United States and India and partner offices in Europe, Asia, and South Africa.

Our Business

We deliver professional M&A and corporate finance advisory services to middle-market businesses by continually improving our processes, growing our organization and serving the diverse needs of our clients. We remain focused by serving as our clients' partner and guiding them through every challenge, advocating on their behalf, and leveraging our company's wealth of experience and resources to see them through to a successful close. To ensure that we deliver unbiased guidance we are committed to remaining independent from any direct lending or investment capital affiliates. Selling, buying or financing a company is a complex process that requires thorough preparation, skillful negotiation, and

intimate market knowledge. At CFA, our clients work throughout the engagement on a personal basis with a local senior principal, who can provide expert valuation, analysis, and deal-making skills, as well as preferred access to national and international buyers, sellers and financing.

Our investment banking professionals apply their expertise across many industry groups including Aviation | Aerospace | Defense, Business Services, Commercial Real Estate, Consumer | Retail, Energy, Engineering & Construction, Equipment, Financial Services, Food & Beverage, Healthcare, Hospitality & Leisure, Industrials, Metal Fabrication, Plastics & Rubber, Print | Packaging, Technology, Media & Telecom, Transport, Logistics & Supply Chain and Wholesale | Distribution.

Services

Ownership Transfer

- Sale of a Business
- Recapitalization
- Partner Buyout

Acquisitions

- Acquisition Searches
- Acquisition Financing
- Consolidation Strategies

Financing For

- Growth and Expansion
- Strategic Acquisitions
- Buying Out a Partner
- Funding a Turnaround
- Recapitalization

Consulting

- Valuations
- Exit Strategy
- Value Enhancement
- Strategic Planning

Other

- Joint Ventures
- Strategic Alliances

Offices in North America and Asia

Corporate Office

Los Angeles, CA

New England

Portland, ME

Mid-Atlantic

Washington, DC

Southern

Atlanta, GA
Lexington, KY
Memphis, TN

Southwest

Dallas, TX
Houston, TX
Midland, TX
San Antonio/Austin, TX

Midwest

Chicago, IL
Columbus, OH
Minneapolis, MN
Omaha, NE

Rocky Mountain

Denver, CO

Western

Los Angeles, CA
San Diego, CA
San Francisco, CA

India

Mumbai, Maharashtra
Pune, Maharashtra

Executive Team

Jim Zipursky

Chairman and CEO

David Sinyard

Vice Chairman

Peter Heydenrych

Industry Practice Groups

Terry Fick

Best Practices

Robert St. Germain

Operations

Roy Graham

Marketing

Website

www.corporatefinanceassociates.com

Blog

www.corporatefinanceassociates.com/blog



Key Events in the Growth of CFA

1956	Mike Rothberg launches CFA in Greenville, South Carolina
1966	CFA records first \$5MM transaction
1969	First international partner established in Switzerland
1972	Corporate offices moved to Atlanta, Georgia
1975	CFA grows to 15 offices in 10 states and record first \$10MM transaction
1980	CFA conferences launched to share client needs, facilitate training and best practices
1984	CFA records first \$25MM transaction
1985	Headquarters moved to Denver. Mike Rothberg retires and Jim Sorensen becomes CEO
1988	CFA records first \$100MM transaction
1996	A management buyout of CFA. Morley Zipursky is elected Chairman
2002	Terry Fick is elected Chairman and Morley Zipursky is honored as Chairman Emeritus
2003	Peter Heydenrych is elected Chairman and CEO
2004	CFA expands to 40 offices worldwide
2005	CFA headquarters moved to Los Angeles, California
2006	CFA Celebrates 50 th anniversary
2007	CFA records first \$175MM transaction
2007	CFA establishes broker dealer Corporate Finance Securities
2009	New offices added in India: Mumbai, Pune and Bangalore
2009	CFA records first over \$500MM transaction
2012	CFA Top Ten in Thomson Reuters League Tables
2016	CFA Celebrates 60 th anniversary
2018	Jim Zipursky is elected Chairman and CEO

Press Contact

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Corporate Finance Associates is an international investment banking firm serving middle-market businesses. For over 60 years Corporate Finance Associates has been advocating on behalf of business owners who are restructuring a company, either through divestiture, merger, acquisition or recapitalization. Whether you're selling, buying or recapitalizing your company, our business is your business. Securities are transacted through Corporate Finance Securities, Inc., member FINRA/SIPC. For more information call +1.949.305.6710 or visit <http://www.cfaw.com>