



## ***CORPORATE FACT SHEET***

### **Headquarters**

Los Angeles, California USA

### **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 United States, three in Canada, three in India and 16 partner offices in Europe, China and Brazil.

### **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 Business Services, Commercial Real Estate, Energy, Engineering & Construction, Equipment, Food & Beverage, Healthcare, Manufacturing, Metal Fabrication, Plastics & Rubber, Printing, Recreation & Hospitality, Technology, Media & Telecom, Transport, Logistics & Supply Chain.

## 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
- A 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 Region

Boston, MA  
Portland, ME

### Mid-Atlantic Region

Washington, DC

### Southern Region

Atlanta, GA  
Lexington, KY  
Memphis, TN  
Nashville, TN

### Southwest Region

Houston, TX  
Midland, TX  
San Antonio/Austin, TX  
Tulsa, OK

### Midwest Region

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

### Rocky Mountain Region

Denver, CO

### Western Region

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

### Canada

Calgary, Alberta  
Oakville, Ontario  
Toronto, Ontario

### India

Mumbai, Maharashtra  
Pune, Maharashtra  
Bangalore, Karnataka

## Executive Team

### Peter Heydenrych

Chairman and CEO

### Douglas Nix

Vice Chairman and CFO

### David Sinyard

Securities

### Jim Zipursky

Office Expansion

### John Hammett

Operations

### Robert Contaldo

Business Development

### Roy Graham

Marketing

## Key Events in the Growth of CFA

### *Event*

- 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 records 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 Sorenson 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 locations worldwide
- 2005 CFA headquarters moved to Los Angeles, California
- 2006 CFA celebrates 50<sup>th</sup> 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

## Website and Blog

[www.corporatefinanceassociates.com](http://www.corporatefinanceassociates.com)  
[www.corporatefinanceassociates.com/blog](http://www.corporatefinanceassociates.com/blog)

## Press Contact

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