

# Corporate Facts Sheet

Headquarters: Los Angeles, California

Year Founded: 1956



## Who We Are

Founded in 1956, Corporate Finance Associates Worldwide (CFAW) 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. CFAW 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 seven decades. Our investment banking professionals provide a broad range of services supporting mergers, acquisitions, divestitures, capital raising and corporate restructuring. Local service is provided by over 30 offices in the United States, Belgium, Brazil, Germany, Hong Kong, Ireland, India, Italy, Mexico, Netherlands, Poland, Spain, Switzerland and United Kingdom.

## 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 CFAW, 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.

## Industry Specialization

Our investment banking professionals apply their expertise across many industry groups including Aerospace | Defense | Government, Agriculture, Animal Health, Business Services, Capital Markets, Commercial Real Estate, Consumer | Retail, Energy, Engineering & Construction, Financial Services & Fintech, Food & Beverage, Healthcare, Industrials, Metal Fabrication, Print | Packaging, Technology, Media & Telecom, Transport, Logistics & Supply Chain and Wholesale Distribution.

## Services

### Ownership Transfer

- Sale of a Business
- Recapitalization
- Partner Buy Out

### 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

### Corporate Office

Los Angeles, California

### New England Region

Portland, Maine

### Southeast Region

Fort Lauderdale, Florida

### Southern Region

Atlanta, Georgia

Lexington, Kentucky

### Midwest Region

Columbus, Ohio

Minneapolis, Minnesota

Omaha, Nebraska

### Southwest Region

Austin, Texas

Houston, Texas

Dallas, Texas

Midland, Texas

San Antonio, Texas

### Rocky Mountain Region

Denver, Colorado

### Western Region

Los Angeles, California

San Diego, California

San Francisco, California

## **International Offices**

### **Europe**

#### **British Isles**

Dublin, Ireland

London, United Kingdom

Nottingham, United Kingdom

#### **Belgium**

Brussels, Belgium

#### **Germany**

Frankfurt, Germany

#### **Italy**

Milan, Italy

#### **Netherlands**

Amsterdam, Netherlands

#### **Poland**

Warsaw, Poland

#### **Spain**

Barcelona, Spain

Madrid, Spain

#### **Switzerland**

Zurich, Switzerland

### **Asia**

#### **Hong Kong**

#### **India**

Mumbai, India

Pune, India

### **Latin America**

#### **Brazil**

São Paulo, Brazil

#### **Mexico**

Mexico City, Mexico

## **Executive Team**

#### **Jim Zipursky**

Chairman & CEO

#### **David Sinyard**

Vice-Chairman & CFO

#### **Oliver Drews**

Vice-Chairman International

#### **Peter Heydenrych**

Industry Practice Groups

#### **Terry Fick**

Best Practices

#### **Jeff Wright**

Marketing

## Key Events in the Growth of CFAW

- 1956 Mike Rothberg launches CFA in Greenville, South Carolina
- 1966 CFAW records first \$5 Million transaction
- 1969 First international partner established in Switzerland
- 1972 Corporate offices move to Atlanta, Georgia
- 1975 CFAW grows to 15 offices in 10 states and records first \$10 Million transaction
- 1980 CFAW conferences launched to share client needs, facilitate training and best practices
- 1984 CFAW records first \$25 Million transaction
- 1985 CFAW moves headquarters to Denver, Mike Rothberg retires and Jim Sorenson becomes CEO
- 1988 CFAW records first \$100 Million transaction
- 1996 Management buy out of CFA. Morley Zipursky is elected Chairman
- 2002 Terry Fick elected Chairman, Morley Zipursky honored as Chairman Emeritus
- 2003 Peter Heydenrych elected Chairman and CEO
- 2004 CFAW expands to 40 locations worldwide
- 2005 CFAW headquarters moved to Los Angeles
- 2006 CFAW celebrates 50th anniversary
- 2007 CFAW records first \$175 Million transaction
- 2007 CFAW established affiliated broker dealer Corporate Finance Securities, Inc.
- 2009 New offices added in Mumbai, Pune and Bangalore, India
- 2009 CFAW records first \$500 Million transaction
- 2012 CFAW Top Ten in Thomson Reuters League Tables
- 2016 CFAW Celebrates 60th anniversary
- 2018 Jim Zipursky elected Chairman and CEO
- 2019 CFAW expands global presence with offices in Belgium, Denmark, Ireland, Netherlands, Switzerland and United Kingdom
- 2020 CFAW adds new offices in Frankfurt, Lisbon, Paris, Barcelona, Madrid and Milan
- 2021 CFAW adds new office in Vienna
- 2022 CFAW adds new office in Fort Lauderdale and Warsaw, Poland
- 2023 CFAW adds new office in São Paulo, Brazil



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**CORPORATE FINANCE ASSOCIATES**