



M&A SoCal®

ACG® Los Angeles

DIGITAL CONFERENCE BINDER 2025

September 15 - 17, 2025

The Beverly Hilton,
Beverly Hills, California



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Table of Contents

M&A SoCal 2024 Chairman's Welcome.....	4
Executive Committees.....	5
Opportunities for Connecting.....	11
Conference Agenda.....	16
Conference Map.....	19
DealSource Map.....	20
DealSource Directory.....	21
Keynote Speakers.....	23
AI Con.....	24
Panels.....	26
DealSource Sponsor.....	28
Welcome Reception Sponsor.....	28
Event Sponsors.....	31
Supporting Sponsors.....	40
Product Sponsors.....	38
Conference Contacts.....	50
Upcoming ACG LA Events.....	51

M&A SOCAL CHAIRMAN'S WELCOME



For 28 years, we've brought together the visionaries, dealmakers, and innovators shaping the middle market. What began as the ACG LA Business Conference — founded by leaders Joe Wingard, Jim Freedman, Jeri Harman, Larry Braun, and John Mavredakis — has grown into a cornerstone event for executives and investors across the country.

This year, M&A SoCal 2025 takes that legacy to the next level. It's bigger. It's better. And it's built to deliver more opportunities than ever before. From a re-engineered DealSource and next-level networking to immersive programming and expanded industry insights, we've designed an experience that empowers you to make meaningful connections and close game-changing deals.

Thank you for joining us as we continue to shape the future of mergers and acquisitions. We are honored to partner with you — and we welcome you to an unforgettable M&A SoCal 2025.

Best regards,

Jalal Taby
Conference Chair
M&A SoCal 2025



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CONFERENCE COMMITTEE CHAIR



Jalal Taby

SVP Group Manager
Comerica Bank

COMMITTEE MEMBERS



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Partner
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Managing Director
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Aaron Polack

Head of Business Development
Lion Equity Partners



Gary Rabishaw

Head of Commercial &
Consumer Technology
Intrepid



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Aaron Polack
Head of Business Development
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and Co-Head of Global
ADG M&A Advisory
Kroll



David Morris
Managing Director, Business
Development
EC Mergers & Acquisitions



Steven Nelson
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Partner
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Fabio Simi

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Partner
Singer Lewak

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Kranz



Rachel Foltz
Endeavour



Jalal Taby
Comerica



2025 CONFERENCE TEAM



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MPD Events



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Bretany Pilko
Project Manager
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Marketing Coordinator
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OPPORTUNITIES FOR CONNECTING

Attendees have the opportunity to schedule one-on-one meetings via:



Book your meetings in DealSource or connect with attendees in the Wilshire Garden and M&A SoCal Cafe. See full conference map for zones to find your meeting.

DealSource Sponsored by:

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WiFi Network Name:

M&ASOCAL

WiFi Network Password:

enterprise

WiFi sponsored by:



OPPORTUNITIES FOR CONNECTING

This year, we're introducing exciting new ways to build your networking connections, including a football challenge, tequila tasting, AI Con, a puppy therapy zone and much more. All included with your registration to the conference, these opportunities for personal networking are limitless.



Sponsored by:



Take a break from dealmaking and recharge at the Puppy Therapy Zone. Spend a few minutes with friendly pups for a dose of stress relief, laughter, and lighthearted connection.



Sponsored by:



Test your aim and compete with peers at the Football Challenge Game. Step up, take your best shot, and enjoy a little friendly competition—because big wins aren't just for the deal floor.



Sponsored by:



Unwind and connect with peers at the Tequila Tasting. Sample curated selections, savor bold flavors, and enjoy a spirited networking experience that's as smooth as it is memorable.

OPPORTUNITIES FOR CONNECTING

From lively receptions to late-night lounges, our Networking Parties bring people together in style. Connect with peers, spark new conversations, and celebrate the M&A SoCal community in settings designed to make networking feel effortless—and fun.



Sponsored by:



Kick off the conference at the Welcome Reception, where great conversations, refreshing drinks, and new connections set the tone for an unforgettable event.

Sponsored by:



Mix, mingle, and unwind at the Networking Happy Hour. Enjoy drinks, casual conversation, and the perfect setting to build connections beyond the conference floor.

Sponsored by:



Holland & Knight

End the evening in style at the Late Night Speakeasy. Slip into an intimate setting for craft cocktails, relaxed conversation, and a touch of vintage glamour—networking with a twist.

OPPORTUNITIES FOR CONNECTING

Step beyond the conference floor and join us for our Offsite Exclusive Cocktail Parties. These intimate gatherings offer handcrafted cocktails, lively conversation, and the perfect backdrop to build meaningful connections in a relaxed, upscale setting.



Sponsored by:



Celebrate style and connection at the Women's Cocktail, marking the official launch of ISAIA's women's line. Join fellow leaders for an elegant evening of conversation, cocktails, and a first look at Isaia's newest collection.

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Join us for an exclusive evening at the IWC Schaffhausen Store Cocktail Party. Enjoy signature drinks, connect with peers, and explore the timeless craftsmanship of one of the world's leading luxury watchmakers in an intimate setting.

Sponsored by:



Relax and recharge at the Afternoon Tea at Soho Malibu. Savor light bites and signature teas in a serene coastal setting, while enjoying warm conversation and meaningful connections.

OPPORTUNITIES FOR CONNECTING

Cap off your M&A SoCal experience with a refreshing Morning Hike, followed by the DealSource Brunch. Take in stunning views, then gather over a relaxed meal to share insights, close conversations, and celebrate new connections made throughout the event.



Start the day with fresh air, panoramic views, and great company on the Runyon Canyon Networking Hike. Connect with fellow attendees in a relaxed, scenic setting that inspires both conversation and camaraderie.



Wrap up M&A SoCal with the DealSource Brunch on the Beverly Hilton's rooftop at Circa 55. Overlooking stunning views, enjoy a relaxed, elevated setting to continue conversations, strengthen connections, and toast to new opportunities.

AGENDA

MONDAY, SEPTEMBER 15

7:30PM-7:30PM

Hotel Lobby

Registration

8:00AM-5:00PM

Beverly Hills Ballroom

ACG DealSource®

8:00AM-5:00PM

Wilshire Ballroom

M&A SoCal® Lounge

8:00AM-9:30AM

Wilshire Garden

Continental Breakfast

10:00AM-10:30PM

Wilshire Ballroom

AI Con: Future of AI in
Deal-Making: From Intelligence to Integration

11:00AM-11:30AM

Wilshire Ballroom

AI Con: Future of M&A - Using AI Agents

12:00PM-1:00PM

Wilshire Garden

Boxed Lunch Pickup

2:00PM-2:30PM

Wilshire Ballroom

AI Con: The Robotic Colleague:
How AI Will Redefine Workplacess

3:00PM-3:30PM

Wilshire Ballroom

AI Con: Data to Dollars:
Unlocking Transaction Value Through AI

4:00PM-5:00PM

CorpDev Session
(Invite Only)

5:00PM-8:00PM

Wilshire Garden

Intrepid / MUFG
Welcome Reception

AGENDA

TUESDAY, SEPTEMBER 16

7:30PM-7:30PM

Hotel Lobby

Registration

8:00AM-5:00PM

Beverly Hills Ballroom

ACG DealSource®

8:00AM-5:00PM

Wilshire Ballroom

M&A SoCal® Lounge

8:00AM-9:30AM

Wilshire Garden

Forvis Mazars Networking Breakfast

9:00AM-9:30PM

Wilshire Ballroom

Panel: The Next Frontier: Capital Solutions for GPs in a Liquidity-Strained Market

10:00AM-10:30AM

Wilshire Ballroom

Panel: Ahead of the curve: PE exit trends shaping 2026

12:00PM-1:30PM

Wilshire Garden

Networking Lunch

12:30PM-1:30PM

Wilshire Ballroom

Keynote Talk: Katie Koch TCW

2:00PM-2:30PM

Wilshire Ballroom

Panel: The Human Side of Due Diligence

3:00PM-3:45PM

Wilshire Ballroom

Dealsourcery Live Podcast Taping

4:00PM-6:00PM

Wilshire Garden

Alliant and Cascadia Networking Happy Hour

AGENDA

TUESDAY, SEPTEMBER 16

6:00PM-7:30PM

IWC Schaffhausen's
Beverly Hills

6:00PM-7:30PM

ISAIA Beverly Hills

9:30AM-11:30PM

The Hideaway

IWC / Starkmont Financial Cocktail
(Invite Only)

BDO Women's Cocktail (Invite Only)

Bryson Financial / HCVT / Holland &
Knight Late Night Speakeasy

WEDNESDAY, SEPTEMBER 16

7:30AM-9:30AM

Runyon Canyon

10:00AM-12:00PM

The Hideaway

1:00PM-3:00PM

Soho House Malibu

Networking Hike

DealSource Brunch

HCVT / Lafayette Square M&A SoCal
Afterglow SoCal Tea (Invite Only)

CONFERENCE MAP

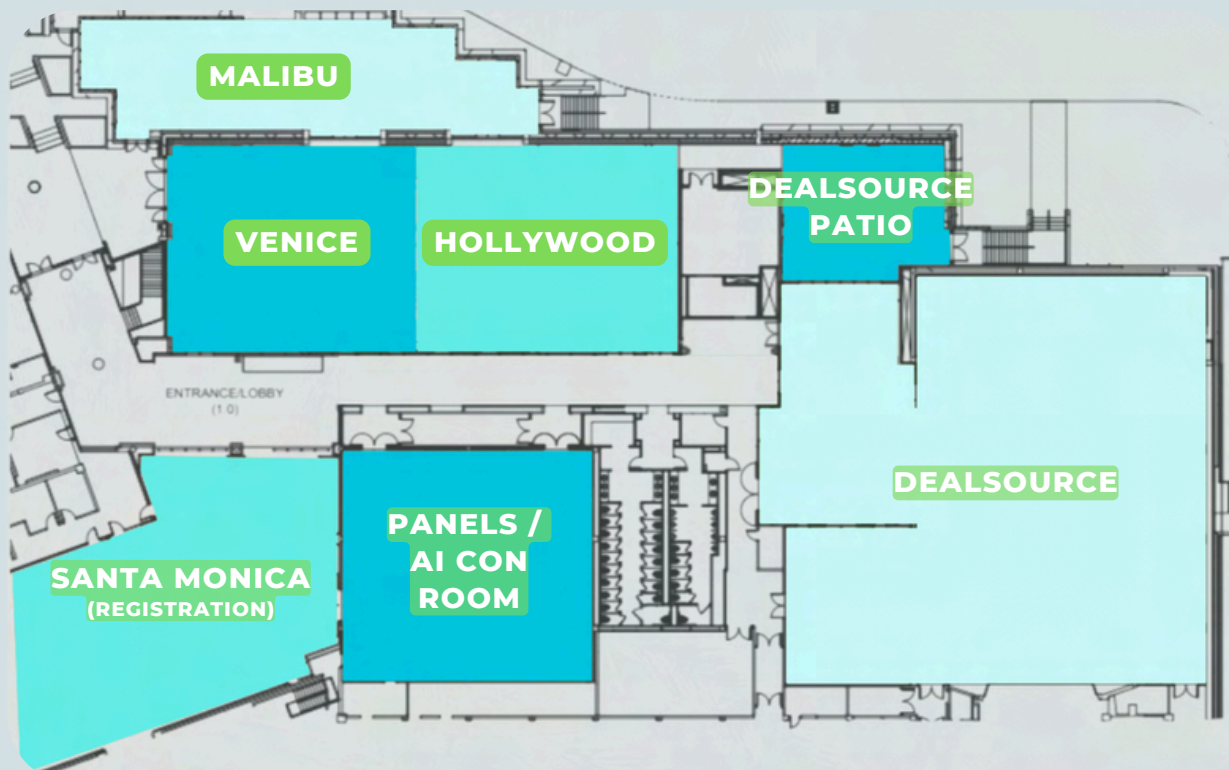
Meeting Zones

All attendees are able to schedule meetings in any meeting zone.

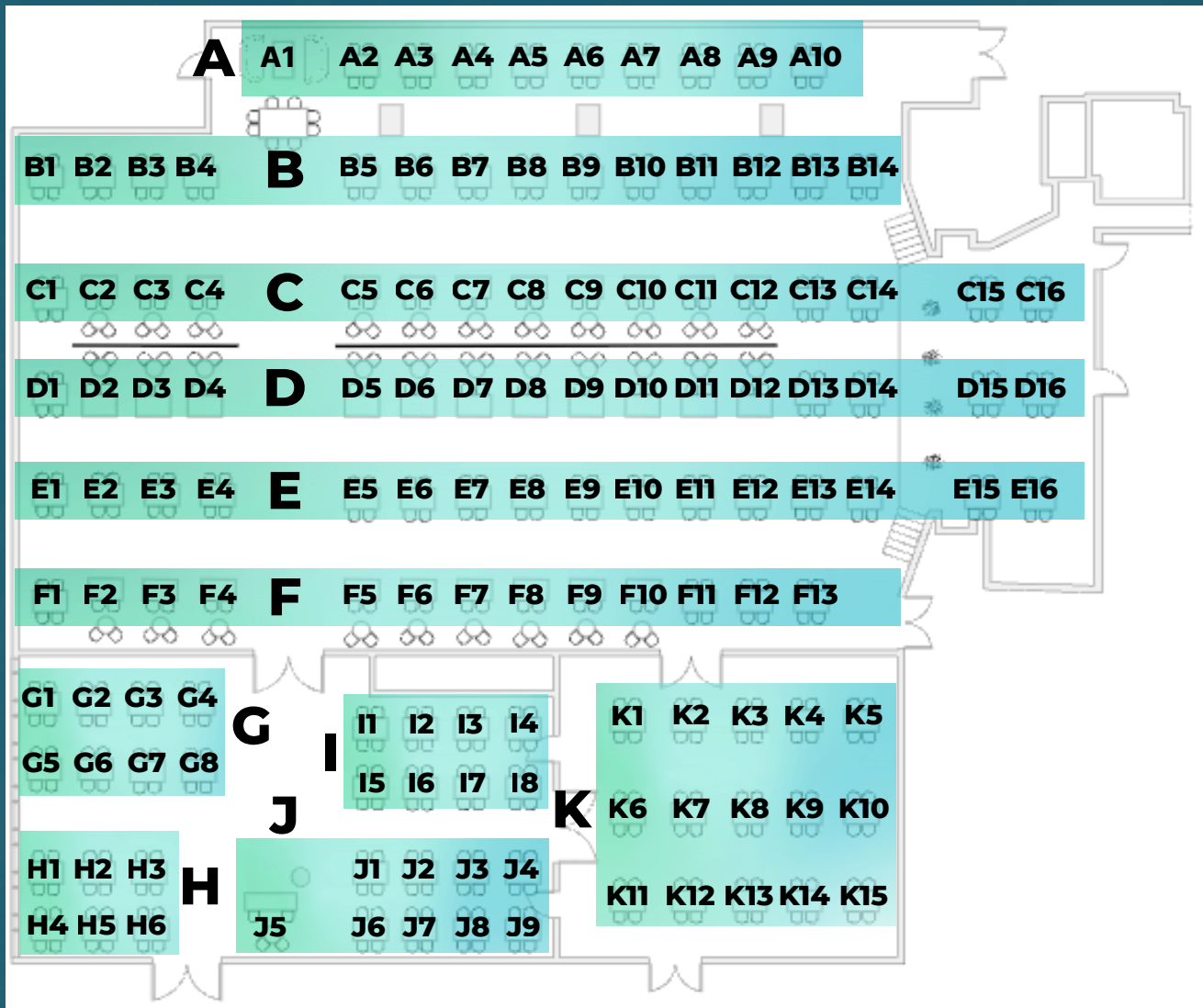
The "Malibu", "Venice" and "Hollywood" meeting zones, which are located in the Wilshire Garden and Secret Garden areas, have numbered tables to help you find your meeting.

The tables in these areas are available on a first come, first served basis.

Dedicated reserved meeting spaces are available for purchase on the M&A SoCal website.



DEALSOURCE MAP



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DEALSOURCE DIRECTORY

Firm	Table #	Firm	Table #
48North Partners	G1	CriticalPoint	B6
Alliant	C3	Crowe	C11
AlphaSense	C4	D.A. Davidson	B7
Alvarez & Marsal	C5	Deloitte Corporate Finance	B8
Argent	C6	Diamond Capital Advisors	H4
B. Riley Securities	A2	Dinan & Company	B9
Bainbridge Capital	A3	DLA PIPER	C12
Baird	A4	Driftwood Investment Bankers	H5
Baker Tilly Capital	A5	EC MERGERS AND ACQUISITIONS	B10
Bank of America	A6	Enterprise Bank	D3
BDO	C7	Equiteq	H6
Benchmark International	A7	Fidus Partners	I1
BlackArch Partners	A8	Fifth Third Bank	D4
BMO	A9	Fifth Third Securities	I2
BowPoint	G2	First Citizens Bank	B11
Boxwood Partners	G3	Fivestone Advisory	I3
Bryson Financial	C8	Fluential Partners	B12
Candor Advisors	G4	FMI Corporation	B13
Cantor Fitzgerald	A10	FOCUS Investment Banking	B14
Capstone Partners	B1	Forvis Mazars	C1
Cascadia	C9	Forvis Mazars	C2
CBRE Group, Inc.	G5	Generational Equity	D1
CenterPoint M&A Advisors	B2	Generational Equity	D2
Centerstone Capital	G6	Generational Group	C13
Chartwell Financial Advisory, Inc	G7	Genoa Partners	I4
Chiron Financial	B3	Genz & Associates	I5
Citi	B4	Goldman Sachs	C14
Clearsight Advisors	G8	Gravity Advisors	I6
Clifton Larson Allen	B5	Growthink Capital	F1
Comerica Bank	C10	GT Securities	F2
Configure Partners	H1	Harbor View Advisors	I7
Cook M&A Advisory Services	H2	Harvey & Company	I8
CoveView Advisors	H3	HCVT	D5

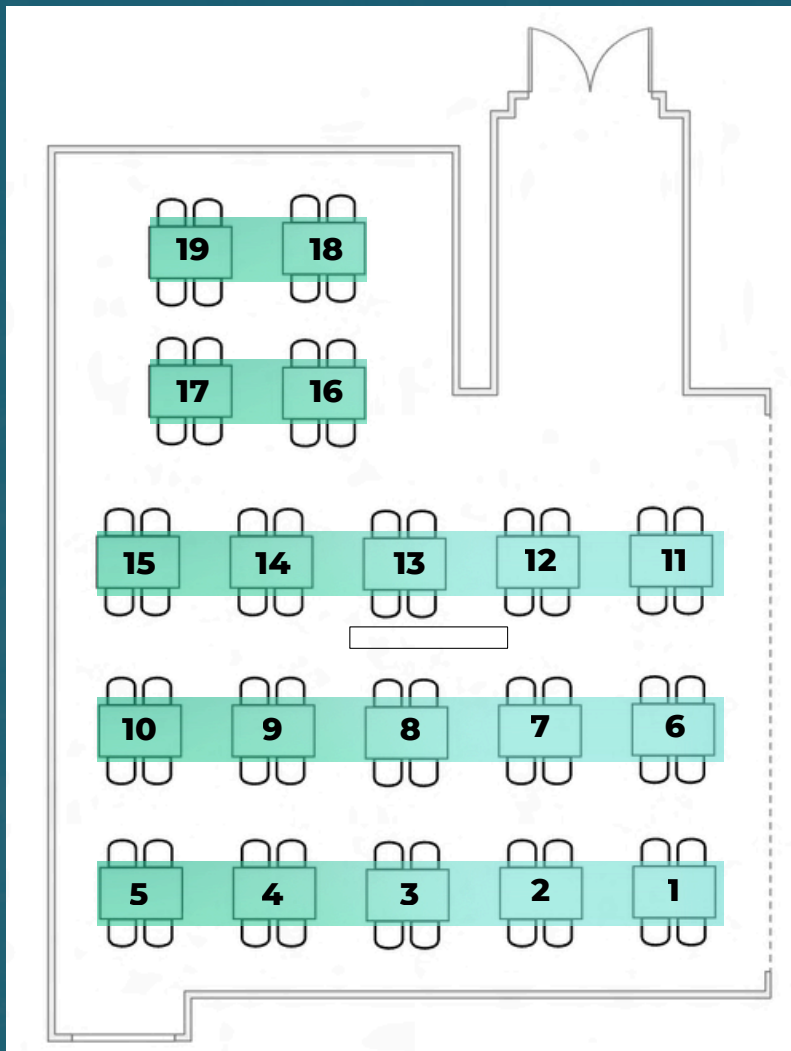
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DEALSOURCE DIRECTORY

Firm	Table #	Firm	Table #
HNB Capital	C15	Piper Sandler	K3
Holland & Knight	D6	PitchBook	D12
Houlihan Lokey	F11	ProNova Partners	K5
Houlihan Lokey	F12	PwC Corporate Finance	K4
Houlihan Lokey	F13	Red Mountain Capital Advisors	K6
Houlihan Lokey	F10	Riverbrook Capital	K7
Hudson Avenue Partners	J1	ROTH Capital	E8
Hyde Park Capital Partners	J2	RubinBrown Corporate Finance	K8
Impact Capital Group	C16	SG Analytics	F3
Insperty	D7	SheppardMullin	A1
Intrepid Investment Bankers	D8	SingerLewak	F4
J.P. Morgan	D13	Skytale Group	K9
Janas Associates	J3	SMBC Nikko	K10
Jeffer, Mangels, Butler & Mitchell	D9	Snell & Wilmer	F5
Jefferies	D14	Solganick & Co.	E9
JEGI CLARITY	D15	Stifel Financial Corp	E10
KAL Capital Markets	J4	Stout	E11
Kroll	D16	Strategic Finance	K11
LCG Advisors	E1	Takenaka Partners	K12
Lincoln International	E2	TD Securities (USA)	E12
M/Cap	J6	TM Capital Corp.	E13
Matthews	E3	TresVista	F6
Mesirow	E4	Trinet	J5
Metropolitan Capital	J7	Vander Kaay & Co.	E14
Moelis	J8	Vedder Price	F7
MUFG	D10	Western M&A Advisory	E15
Nomura Securities	E5	White Ridge Capital	K13
North Point Mergers and Acquisitions	E6	Wildridge Partners	K14
Northmarq	J9	Wipfli	F8
Objective	E7	Wokelo	F9
Oppenheimer & Co.	K1	Woodside Capital Partners	K15
ORIX USA	D11	Zion Capital Markets	E16
Palm Tree	K2		

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DEALSOURCE PATIO DIRECTORY/ MAP



FIRM	C3
Ankura Consulting Group	4
Barnes & Thornburg	1
Forvis Mazars	2
Full Send Partners	5
GF Data	6
Houlihan Lokey	7
InflectionPoint Partners	8
Intrepid Investment Bankers	9
J.P. Morgan	10
J.P. Morgan	11
J.P. Morgan	12
Lafayette Square	3
Pandoblox	13
Stonehaven	14
Store Capital	15
The Martec Group	16

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KEYNOTE SPEAKER



Tuesday, September 17
12:30-1:30PM

Hear from Katie Koch, President & CEO of TCW, in a candid conversation with Jalal Taby on leadership, markets, and the future of finance. Katie will share lessons from her journey to the top of a \$200B global asset manager, insights on private credit and middle-market M&A, and her vision for building resilient teams and purposeful organizations.

Ms. Koch is President and Chief Executive Officer of TCW and serves as a member of the Board of Directors. In this role, she is responsible for the strategic direction and overall day-to-day management of the Firm. Prior to joining TCW in 2023, Ms. Koch spent 20 years with Goldman Sachs in the Asset Management Division (AMD), where she was a Partner and most recently served as Chief Investment Officer of the \$300 billion Public Equity business and as a member of the AMD executive committee. Previously, she was based in London for 10 years where she held several leadership roles including Head of the Multi-Asset Solutions business internationally.

Ms. Koch currently serves as a board member for Nasdaq Inc., the University of Notre Dame's Board of Trustees, The Investment Fund for Foundations (TIFF), The Investment Company Institute (ICI), the Toigo Foundation and The Spence School. She also serves as a Co-Chair of the University of Notre Dame Wall Street Leadership Committee and the advisory board of the Notre Dame Institute for Global Investing (NDIGI). Ms. Koch was named a Young Global Leader with the World Economic Forum.

Ms. Koch earned her Bachelor of Arts degree in Economics and Literature at the University of Notre Dame.

Moderator:

Jalal Taby
SVP & Group Manager
Comerica Bank
M&A SoCal 2025
Conference Chair



AI CON

MONDAY, SEPTEMBER 15

AI Con is an interactive showcase of cutting-edge AI platforms transforming dealmaking—from sourcing and diligence to valuation and integration. It debuts on Day 1 of M&A SoCal 2025 at the Beverly Hilton on Monday, September 15, 2025. All 1,200+ attendees are invited to drop by the Wilshire Ballroom for intimate talks and hands-on learning with leading AI in M&A—making it a high-visibility platform for vendors, sponsors, and thought leaders.

The Future of AI in Deal Making: From Intelligence to Integration

Monday, September 15 | 10-10:30AM

Sponsored by: **AlphaSense**



Moderator:
Eva Bonta
Associate Product
Market Manager
AlphaSense



Panelist:
Sheila Guastamachio
Vice President of Product
Management, Search and
AI, Datasite



Panelist:
Martin Fogelman
Founder & CEO
Pluto 5000



Panelist:
Henry Park
Founder and CEO
Pandoblox

The Future of M&A: Using AI Agents

Monday, September 15 | 11-11:30AM

Sponsored by:



Moderator:
Siddhant Masson
Co-Founder & CEO
Wokelo



Panelist:
Andrew Matuszak
Managing Director
KPMG Ventures



Panelist:
Clarissa Daulton
Director
Forvis Mazars



Panelist:
Joe Chang
Founder and CEO
OnlyEdge

AI CON

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Fireside Chat: *The Robotic Colleague: How AI Will Redefine Workplaces*

Monday, September 15 | 2-2:30PM

Sponsored by:



Moderator:
Matthew Cloutier
Founder
Sticky Strategy



Panelist:
David Schulhof
Founder & CEO
ToborLife AI

Data to Dollars: Unlocking Transaction Value Through AI

Monday, September 15 | 3-3:30PM

Sponsored by:  **Making Sense**



Moderator:
Mariano Jurich
Project and Product
Manager
Making Sense



Panelist:
Alex Tumarinson
Operating Partner
Diversis



Panelist:
Kara Gerardin
Senior Manager
Deloitte



Panelist:
Puga Samy
Product, Engineering &
Technology Practice
Director, K1

PANELS

TUESDAY, SEPTEMBER 16

Day 2 at M&A SoCal is packed with can't-miss insights! Join us for a lineup of engaging panels where top leaders and innovators will dive into the latest trends, strategies, and opportunities shaping the M&A landscape. Don't miss your chance to be part of these dynamic conversations!

The Next Frontier: Capital Solutions for GPs in a Liquidity-Strained Market

Tuesday, September 16 | 9-9:30AM

Sponsored by:



Moderator:
Jed Johnson
Managing Director,
Head of GP Solutions, ORIX



Panelist:
David Hayes
Partner
Reed Smith



Panelist:
Richard Wheelahan
Co-Founder
Fund Finance Partners



Panelist:
Aryeh Landsberg
Managing Director
17Capital

Ahead of the Curve: PE Exit Trends Shaping 2026

Tuesday, September 16 | 10-10:30AM

Sponsored by:



Moderator:
Jinny Choi
Senior Private Equity
Analyst, PitchBook



Panelist:
Arturas Rainys
Managing Director
Trivest Partners



Panelist:
Ben Hom
Managing Partner
St. Cloud Capital



Panelist:
Michael Del Pero
Managing Director
Cascadia

PANELS

TUESDAY, SEPTEMBER 16

Day 2 at M&A SoCal is packed with can't-miss insights! Join us for a lineup of engaging panels where top leaders and innovators will dive into the latest trends, strategies, and opportunities shaping the M&A landscape. Don't miss your chance to be part of these dynamic conversations!

The Human Side of Due Diligence

Tuesday, September 16 | 2-2:30PM

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Moderator:
Anthony Zanonian
Managing Director
Crumble Capital



Panelist:
Jordan Newell Head of
Talent
Endeavour



Panelist:
Laura Noll
Senior Business Consultant
Insperity



Panelist:
Francois Auzeais
Head of North America,
Private Markets Practice
Korn Ferry

Live Taping: Deal Sourcing Podcast

Tuesday, September 16 | 3-3:45PM

Sponsored by: **Deal Sourcing**
PODCAST



Host:
Dan Herr
Founder & CEO
Acquired



Host:
Matt Rooney
Managing Partner
Coastal Partners



Guest:
John Camp
Managing Director at Arbor
Investments



Guest:
Ori Eldarov
Founder & CEO
OffDeal

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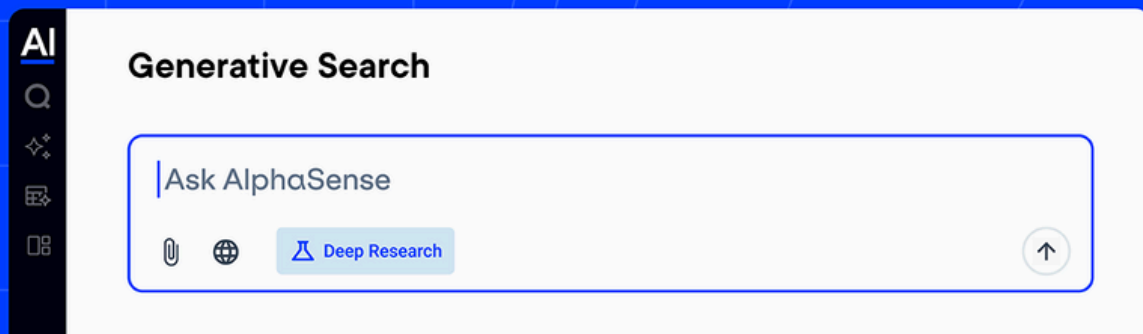
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While we focus our attention on the middle market, we represent clients of all sizes in every aspect of mergers, acquisitions, reorganizations, recapitalizations, spinoffs, technology transfers, and other divestitures. Our practice experience also includes leveraged buyouts, earn-outs, split-ups and acquisitions in connection with workouts or bankruptcies.

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We are **ORIX USA**



Established in the U.S. in 1981, ORIX USA specializes in private credit, real estate, and private equity solutions for middle-market focused borrowers and investors. We have the ability to invest alongside third-party investors, fostering strong alignment of interest.

91.3B in assets*

40+ year history

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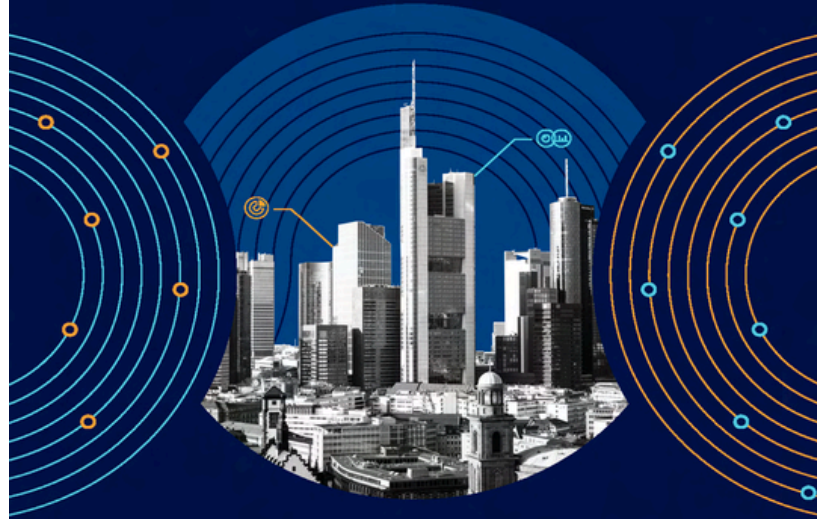
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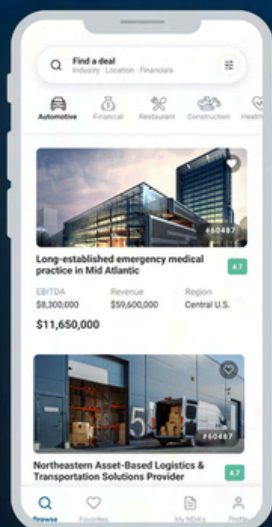
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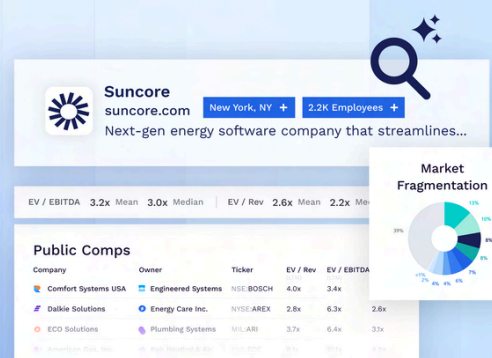
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