

# **Atlantic Conferences Symposium**

## **The Summit for Middle Market Debt Finance ®**

### **The PE Perspective: How We Choose Our Debt Partners**

**Thursday, May 17<sup>th</sup>**

**3:45 pm – 4:30 pm**

#### **Moderator:**

##### **Robin Engelson**

Managing Partner, Sapphire Financial Group, LLC

Robin Engelson is Founder and Managing Partner of Sapphire Financial Group, an investment banking advisory firm specializing in raising debt and equity for acquisition finance, growth capital, refinancing, and dividend recapitalizations. Ms. Engelson has more than 30 years of capital raising and lending experience across multiple industries and has advised on or provided capital for more than \$12 billion in transactions. Clients include primarily privately held middle market companies, family offices, portfolio companies of private equity groups, independent sponsors and management teams targeting companies with \$5-\$60MM in EBITDA, and funds with capital needs of up to \$500 million.

Previously she was Managing Director and Head of the Private Placement Group for Lazard's (NYSE:LAZ) middle market advisory practice where she spent 13 years affiliated with the firm and its predecessor on both an in-house and outsourced basis. Prior to her career in investment banking, Ms. Engelson spent nearly 20 years as a commercial lender, building \$1bn portfolios in the Mid-West and Western regions at both GE Capital and The Bank of New York. She began her career at US Bank and Wells Fargo.

She has served on several boards, including: Ameriprise Bank, a subsidiary of Ameriprise Financial, Inc. (NYSE:AMP); Medica Health Plans, a \$2 billion revenue insurance company; the Minnesota State Board of Accountancy and the boards of various private equity firms and non-for profit entities.

Ms. Engelson was named by Mergers and Acquisition magazine as one of The 35 Most Influential Women in Middle Market M&A in both 2018 and 2017.

She holds an MBA from The Anderson Graduate School of Management at UCLA and a BA in Economics from the Honors Program at the University of Michigan.

#### **Speaker:**

##### **Sven Grasshoff**

Partner, Falcon Investment Advisors

Sven Grasshoff, Partner, joined Falcon in November 2005. He was previously in the Corporate Development Group of Fischer Scientific International. Prior affiliations include Latona Associates and Citigroup Global Markets. Mr. Grasshoff has served on the Board of Directors of numerous companies, including current portfolio companies Inland Pipe Rehabilitation, K2 Pure Solutions and Laney Directional Drilling. He received a B.S. in Business Administration from the

University of Colorado and an M.B.A. from the Johnson School at Cornell University, where he was a Park Fellow.

**Erin Murphy**

Managing Director, Wynnchurch Capital, LLC

Ms. Murphy is a Managing Director at Wynnchurch Capital, a private equity firm with \$2.2 billion of assets under management. Prior to joining Wynnchurch Capital in 2010, Ms. Murphy held various leadership roles in GE Capital's Sponsor Finance Group and Quinten Road Fund, providing senior and subordinated loans in support of private equity transactions. Ms. Murphy serves on the boards of several Wynnchurch Capital portfolio companies and has over 25 years of lending and private equity investment experience.

**Chris Solomon**

General Partner, WCAS

Mr. Solomon is a General Partner focused on raising financing for WCAS portfolio companies, having joined WCAS in 2007. Before joining WCAS, Mr. Solomon was at J.P. Morgan Securities and two Technology start-ups.

**Justin Green**

Managing Director, Palladium Equity Partners, LLC

\* from Palladium website

Mr. Green joined Palladium in 2004 and serves as a Managing Director. Previously, he worked in the investment banking division of Citigroup. Mr. Green serves on the Board of Directors of Palladium portfolio companies CircusTrix, Daniel's Jewelers and Fora Financial, and formerly served on the Board of Directors of Palladium portfolio companies ABRA, Capital Contractors, Clarion and Herald National Bank. Mr. Green earned a B.S. in Economics magna cum laude and an M.B.A. with honors from the Wharton School of the University of Pennsylvania.