

## Bryan Galligan, CFA

Bryan has over 15 years of experience in M&A transactions and IPOs, including sell-side and buy-side quality of earnings (QoE) reports, working capital review and analyses, financial planning and analysis consulting, post-M&A integration advisory and sell-side financial diligence preparation.

### Credentials & Expertise

#### Expertise

- ◆ M&A
- ◆ Financial Due Diligence
- ◆ Investments
- ◆ Valuation
- ◆ IPO/SPAC
- ◆ Quality of Earnings Assessments (QoE)

#### Industries

- ◆ Aerospace and Defense
- ◆ Manufacturing
- ◆ Healthcare
- ◆ Pharmaceutical
- ◆ Technology

#### Achievements

- ◆ Graduated Cum Laude from University of Southern California.
- ◆ Recipient of Arthur H. Carter and Deloitte & Touche, L.L.P. merit-based scholarship award at The University of Texas.
- ◆ Built an entire M&A and Integration Management team from the ground up for one of the nation's largest dental groups with over 570 dental practices and over \$1B in annual revenue.

#### Highlights

- ◆ **Western Dental & Orthodontics**, Vice President, Mergers and Acquisitions
- ◆ **Sonrava Health**, Vice President, Mergers and Acquisitions and Integration Management Lead
- ◆ **Alpine Creek Capital Partners**, Partner
- ◆ **PricewaterhouseCoopers LLP**, Audit and Consulting Associate

#### Associations & Certifications

- ◆ Chartered Financial Analyst (June 2010)

#### Education

- ◆ **Master in Professional Accounting**, The University of Texas at Austin, McCombs School of Business – Austin, Texas
  - ◆ President of the Graduate Accounting Student Council
  - ◆ Volunteered at Foundation Communities preparing income taxes for low income families
  - ◆ Recipient of Arthur H. Carter and Deloitte & Touche, L.L.P. merit-based scholarship awards
- ◆ **Bachelor of Business Administration, Emphasis on Finance**, University of Southern California, Marshall School of Business
  - ◆ Graduated Cum Laude

For over 15 years, BGA has proudly filled the gap that often exists between accounting firms striving to maintain independence and their clients. We understand the compliance requirements and needs of our public and private clients. Our unwavering commitment to excellence has enabled us to assist thousands of domestic and international companies with everything from complex M&A transactions to IPOs and technical accounting for financial reporting.

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### Experience



Blythe Global Advisors ◆ Transaction Advisory Senior Consultant - Aug 2019 to Present

- ◆ Consult on a variety of engagements for M&A transactions and IPOs including sellside and buyside quality of earnings (QoE) reports, working capital review and analyses, financial planning and analysis consulting, post-M&A integration advisory and sellside financial diligence preparation.

#### Selected transaction experience:

- ◆ Sellside QoE report for a designer and manufacturer of high-performance road bikes.
- ◆ FP&A forecasting and modeling and financial diligence preparation for a sellside M&A transaction of a leading manufacturer of crossbows, air rifles and airsoft guns.
- ◆ FP&A forecasting and modeling for an IPO on a technology-enabled medical device company.
- ◆ Buyside QoE report for a SaaS dental practice management software provider.



Western Dental ◆ Vice President, Mergers and Acquisitions - Dec 2020 to Present

- ◆ Lead efforts to build an M&A strategy and team to predictably drive business growth through acquisitions.
- ◆ Ensured deal tracking is in place to quantify progress and results against stated objectives.
- ◆ Conducted strategic market reviews to explore new avenues of inorganic growth and establish a comprehensive and well-researched M&A strategy.
- ◆ Created a mergers & acquisitions pipeline by building a rapport nationwide with investment bankers and brokers. Established clear investment criteria to identify leading candidates and built customized M&A processes catered to specific deal sizes and types for an efficient review of M&A targets.
- ◆ Standardized integration processes and built a formal integration management office with a focus on continuous improvement to expedite integration initiatives, accelerate synergy capture and drive ROI.



Sonrava Health ◆ Vice President, Mergers and Acquisitions and Integration Management Lead – 2021 to 2023

- ◆ Built an entire M&A and Integration Management team from the ground up for one of the nation's largest dental groups with over 570 dental practices and over \$1B in annual revenue.
- ◆ Consistent track record of high performance, expanding responsibility and adding value.

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### Experience

- ◆ Professionalized M&A function to improve deal capacity, forecasting/modeling precision, integration and synergy realization and investment committee reporting materials.
- ◆ Sourced, conducted due diligence, closed and integrated a wide variety of dental practice acquisitions, ranging from transformative mergers with 250+ dental practices to regional platforms in new markets with 8-25 practices to single practice bolt-on acquisitions to fill in geographical gaps and expand capabilities.



Alpine Creek Capital Partners ◆ Partner – January 2016 – June 2020

- ◆ Sourced, executed and managed lower middle market investment opportunities for a small group of high net worth investors.
- ◆ Crafted and implemented an investment thesis that capitalized on an underserved sector of business – companies that are too small for traditional private equity and lacking either sufficient cash flow or the historical track record to obtain bank financing.
- ◆ Completed eight transactions with over \$28M of invested capital across a wide range of investment structures and industries.

#### Selected transaction experience:

- ◆ \$9M debt/equity hybrid investment (majority equity position) in a pharmaceutical drug development company seeking FDA approval on a medication formula that combats opioid and alcohol addiction.
- ◆ \$8M debt/equity hybrid investment (majority equity position) in a dental group that owns and operates dental practices within Walmart Supercenters and offers a licensing program for dentists to open practices within Walmart Supercenters under the company's brand.



Excelsior Capital Partners ◆ Private Equity Senior Associate – September 2013 to December 2015

- ◆ Staffed as lead associate on all operating company investments made firm wide.
- ◆ Built complex and flexible financial models to evaluate investment opportunities under a variety of scenarios including restructurings, Ch. 11 bankruptcies, leveraged buyouts and carve outs.
- ◆ Worked closely with Managing Partners and Principals through all stages of the investment process, including initial deal screening, investment committee meetings, transaction execution and investment management.
- ◆ Early promotion to Senior Associate in June of 2015.

#### Selected transaction experience:

- ◆ \$18M restructuring investment in a designer and manufacturer of wall art and décor sold through big box retailers (investment converted to the majority equity position through the restructuring).
- ◆ \$20M leveraged buyout of the leading roof truss manufacturer for the Southern California residential housing market.

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### Experience



Janes Capital Partners ◆ Investment Banking Senior Analyst – July 2012 to September 2013

- ◆ Analyzed mergers and acquisitions, conducted in-depth strategic reviews and assessed merchant banking opportunities with middle market clients in the aerospace and defense industry.
- ◆ Built standard template models and valuation analyses used firm-wide: short-form LBO, longform LBO and a merger model that integrate with a DCF, comps, valuation summary football field, and other modules.
- ◆ Early promotion to Senior Analyst in December of 2012.

#### Selected transaction experience:

- ◆ \$100M+ sellside advisory for a leading supplier of aftermarket aircraft parts and a provider of custom logistic solutions.
- ◆ \$100M sellside advisory for a refiner of platinum and other precious metals from oil catalysts.
- ◆ \$50M sellside advisory for a manufacturer of ruggedized computer systems on military warships and aircraft.
- ◆ \$40M sellside advisory for a manufacturer of composite aerospace components.



SECURITIES

Wells Fargo ◆ Investment Banking Analyst – Technology, Media & Telecommunication – March 2011 to July 2012

- ◆ Analyzed mergers and acquisitions, leveraged buyouts, initial and follow-on public offerings, dividend recapitalizations and other financing opportunities for clients in the technology industry.

#### Selected transaction experience:

- ◆ \$210M initial public offering for an enterprise IT management SaaS provider.
- ◆ \$525M dividend recapitalization for a sponsor-backed enterprise infrastructure software developer.
- ◆ \$110M Angie's List follow-on offering.
- ◆ \$600M buyside advisory for a vertically focused enterprise resource planning software company.



PwC ◆ Consulting Associate – Consumer Finance Group – August 2010 – March 2011

### Contact Us

Blythe Global Advisors, LLC

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Blythe Global Advisors is headquartered in Southern California with a broad geographic reach across the United States via the BlytheTeam®

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