

ANDRES (ANDY) MONDINO

180 Front Street, #8J | Brooklyn, New York 11201 | (203) 216-0205 | andymondino@gmail.com

EXPERIENCE

HOULIHAN LOKEY

M&A Investment Banking Senior Associate, Fintech Group

New York, NY

April 2024 – Present

- Led junior deal teams of ~3 in strategy and execution, built financial models, produced marketing materials and managed stakeholders through diligence processes across multiple transactions within the fintech, payments, software, and business services sectors
- Actively worked on +3 M&A mandates and participated in two equity raises; engaged deals totaled over \$2B

Select transaction experience (see additional detail on pages 2 & 3):

- *Sale of High-Growth Asset Management Software Provider to Global Private Equity Fund For \$100 – 150M (In progress)*
 - Directed junior execution team from pitch to bid phase, working closely with management and internal stakeholders
 - Ideated and prepared all marketing materials, managing junior team through all aspects of material preparation
- *Sale of Financial Services Consulting Firm to Global Private Equity Fund For \$500 – 600M (In progress)*
 - Developed and managed full operating model during live process, working with management and internal stakeholders
- *Sale of European Fraud and Compliance Software Industry-Leader to Global Corporate For \$200 – 250M (In progress)*

LAZARD

New York, NY

M&A Investment Banking Associate, FIG & Technology Groups (received full-time offer from internship in 2021)

Aug 2022 – March 2024

- Supported team in deal execution, built financial models and produced marketing materials across multiple transactions within the software, fintech, financial services and IT services sectors
- Actively worked on +6 M&A mandates and helped clients through two shareholder activism workstreams

Select transaction experience (see additional detail on pages 2 & 3):

- *Sale of Thirdera, the Leading ServiceNow Partner Globally, to Cognizant (NASDAQ: CTSH) (2023)*
- *Combination of Beneficient Company With Avalon Acquisition (NASDAQ: AVAC) For \$3.2B (2023)*
- *[FIG] State Street's (NYSE: STT) Acquisition of Brown Brothers Herriman Investor Services Division For \$3.5B (2022, aborted)*

MASTERCARD

New York, NY

Senior Analyst, Special Projects, Office of North America CEO

Oct 2018 – Aug 2020

- Directed a team of 5 in the planning and rollout of the company's 3-year account optimization refresh strategy
 - Resulted in over \$28B in incremental spend volume to date (nearly 0.5% in U.S. spend market share); model has been replicated across multiple regions and recognized in quarterly earnings reports by management

Analyst, North America Corporate Strategy

Jun 2017 – Sep 2018

- Led analyst team to understand Mastercard's positioning within the e-commerce fraud space and developed investment theses; sourced and pitched list of potential targets to management, ultimately resulting in the acquisition of a digital fraud solution provider

Associate Analyst, Mastercard Advisors (Management consulting practice)

Aug 2015 – May 2017

- Developed insights for FIs and their merchant partners related to payments, product development, and emerging technologies

STREET FC (Independent Project; Soccer-oriented fitness company offering on-demand soccer games)

New York, NY

Founding Team Lead (Growth & Data Analytics) and Investor

Sep 2018 – Aug 2020

- Partnered with Foursquare co-founder to develop business plan and investor pitch for seed funding; oversaw team of 4 in designing and managing location data platforms in NYC; ran strategic efforts for growth and customer acquisition

EDUCATION

THE UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS

Chicago, IL

Master of Business Administration, Concentrations in Finance and Entrepreneurship (3x Dean's Honor List)

Sep 2020 – Jun 2022

- Awarded Chicago Booth 1898 merit-based scholarship; Toigo MBA Fellow

AMHERST COLLEGE

Amherst, MA

Bachelor of Arts in History (with Honors; 3.7 GPA)

Aug 2011 – May 2015

- Founder & Captain of Men's Club Soccer; studied abroad at the London School of Economics, Summer 2013

ADDITIONAL

- Chair and Co-Founder of Young Professionals Association ("YPA"; 35 members) at the US Soccer Foundation (Jan 2023 – Present); Steering Committee member of YPA (20 members) at Americas Society / Council of the Americas (Aug 2022 – Present)
- Marathon Digital Holdings, MBA Corporate Development Intern (Jan 2022 – May 2022); Zolve, MBA Intern (2021 – 2022)
- Merchant GMAT, MBA Admissions Coach & Mentor (Jun 2020 – May 2022); helped 5+ clients gain admission to top-7 programs
- Other: Native Spanish speaker; lived in Argentina for my first 14 years (dual citizenship); Series 63 & 79, SIE; avid soccer fan (Boca Jrs)

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DEAL SHEET

HOULIHAN LOKEY

M&A Investment Banking Senior Associate, Fintech Group

New York, NY

April 2024 – Present

- *Sale of High-Growth Asset Management Software Provider to Global Private Equity Fund (In progress)*
 - Transaction Description: Sell-side; Houlihan Lokey advised company management
 - Close Date: In Progress
 - Sector: Asset Management, Software, FinTech
 - Transaction Details: \$100 – 150M EV, 30% Gross Margin, 10 - 12x EBITDA
 - Deal Team: 2x Managing Directors, 1x Director, 1x Associates, 1x Analyst
 - Individual Main Responsibilities:
 - Led, developed and managed full operating model during live process, working with management and various advisers
 - Ideated and prepared all marketing materials outlining key business elements and managed all aspects of diligence with potential buyers, including leading the client through preparation of management meetings and ad-hoc discussions
 - Directed junior execution team from pitch to bid phase, working closely with management and internal stakeholders to ensure seamless execution and alignment with strategic objectives
- *Sale of Financial Services Consulting Firm to Global Private Equity Fund (In progress)*
 - Transaction Description: Sell-side; Houlihan Lokey advised company management
 - Close Date: Fintech, Financial Services, Services, Consulting Services
 - Transaction Details: \$500 – 600M EV, 70% Gross Margin, 9 - 11x Revenue
 - Deal Team: 2x Managing Directors, 1x Director, 1x Vice President, 2x Associates, 1x Analyst
 - Individual Main Responsibilities:
 - Led, developed and managed full operating model during live process, working with management to ensure accuracy and strategic alignment
 - Developed multi-pronged customer cube and retention analysis, as well as synergy analyses, directly supporting the business case for potential private equity buyers and further refining the asset story
 - Led deal room management and organization from LOI to round 2 bids; worked directly with VP and Analyst to ensure adherence to timeline and efficient deal execution
- *Sale of European Fraud and Compliance Software Industry-Leader to Global Corporate (In progress)*
 - Transaction Description: Sell-side; Houlihan Lokey advised company management
 - Close Date: In Progress
 - Sector: Fintech, GRC, Fraud Software
 - Transaction Details: \$200 – 250M EV, 35% Gross Margin, 11 - 13x Revenue
 - Deal Team: 2x Managing Directors, 1x Director, 1x Vice President, 1x Associates, 1x Analyst
 - Individual Main Responsibilities:
 - Worked alongside execution team to develop teasers, fireside chat materials and the CIM presentation as the company prepared to go to market
 - Created full pitch deck with junior Analyst during competitive bake-off; led development of follow-on materials
 - Led valuation analysis during pitch, leveraging the DCF and LBO, to inform the client of a preliminary indication of value

LAZARD

M&A Investment Banking Associate, FIG & Technology Groups

New York, NY

Aug 2022 – March 2024

- *Sale of Leading Hospital Software Provider to Global Private Equity Fund (Paused)*
 - Transaction Description: Sell-side; Lazard advised sponsor and portfolio company
 - Close Date: Paused
 - Sector: Health / Hospital Tech, Software, Cloud
 - Transaction Details: N/A EV, 35% Gross Margin, 8 – 10x EBITDA
 - Deal Team: 2x Managing Directors (1x Tech, 1x Healthcare), 1x Director, 2x Associates, 2x Analysts
 - Individual Main Responsibilities:
 - Led, developed and managed full operating model during live process, working with the sponsor and management
 - Proactively created merger synergy analyses of potential assets in market to help position the client as the platform of choice for consolidation; built end-to-end cost and revenue pro-forma models, as well as qualitative product fit analysis
 - Worked alongside execution team to develop different versions of teaser materials and the CIM presentation for first round of bids
 - Created full pitch deck with junior analyst during competitive bake-off; led development of follow-on materials
 - Led valuation analysis during pitch, leveraging the DCF and LBO, to inform the client of a preliminary indication of value

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DEAL SHEET (cont'd)

- *Sale of Thirdera, the Leading ServiceNow Partner Globally, to Cognizant (NASDAQ: CTSH) (2024; [link](#))*
 - Transaction Description: Sell-side; Lazard advised Sunstone Partners and portfolio company on sale to global strategic
 - Close Date: January 2024
 - Sector: IT Services, Cloud
 - Transaction Details: \$400 – 600M EV, 27% Gross Margin, 4 – 5x Revenue
 - Deal Team: 2x Managing Directors, 1x Vice President, 2x Associates, 2x Analysts
 - Individual Main Responsibilities:
 - Ideated and prepared all marketing materials from teaser, fireside chat presentation and CIMS
 - Developed multi-pronged customer cube and retention analysis, as well as synergy analyses, directly helping keep strategies in process and further refining story
 - Led deal room management and organization from round 1 bids through to exclusivity period; worked directly with VP to ensure adherence to timeline and efficient deal execution
- *Combination of Beneficent Company With Avalon Acquisition (NASDAQ: AVAC) (2023; [link](#))*
 - Transaction Description: SPAC, restructuring and sell-side of strategic to SPAC vehicle
 - Close Date: June 2023
 - Sector: FIG, Alternative Asset Management
 - Transaction Details: \$3.2B EV
 - Deal Team: 1x Managing Director, 1x Vice President, 2x Associates, 2x Analysts
 - Individual Main Responsibilities:
 - Joined deal team towards end of transaction; led the production and creation of investor presentation used by company management during Investor Day shortly before listing on NASDAQ; supported management and SPAC vehicle through creation of corporate filings
 - Conducted debtor payout analyses and waterfall analyses alongside Restructuring team in a process with a high degree of litigative and solvency risk
- *Western Union's (NYSE: WU) Sale of its Business Solutions division to Goldfinch Partners & The Baupost Group (2021; [link](#))*
 - Transaction Description: Sell-side, Lazard advised WU on the sale of its Business Solutions division
 - Close Date: March 2022
 - Sector: Fintech, Payments
 - Transaction Details: \$910 EV
 - Deal Team: 1x Managing Director, 1x Director, 3x Associates, 2x Analysts
 - Individual Main Responsibilities:
 - Joined deal team for last stage of deal before announcement (Summer of 2021); led the creation of the presentation on rationale and deal considerations to help inform committee through the fairness opinion
- *State Street's (NYSE: STT) Acquisition of Brown Brothers Harriman Investor Services Division (2021, aborted; [link](#))*
 - Transaction Description: Sell-side, Lazard advised BBH on the sale of its Investor Services division
 - Close Date: Aborted
 - Sector: Asset Management
 - Transaction Details: \$3.5B EV
 - Deal Team: 3x Managing Directors, 1x Director, 3x Associates, 1x Analyst
 - Individual Main Responsibilities:
 - Joined deal team for last stage of deal before announcement (Summer of 2021); advised client and potential buyers through diligence process and built ad-hoc analysis into executive earn-out and round 2 bid comparisons; and helped facilitate the creation of deal announcement deliverables