

# ANDRES (ANDY) MONDINO

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

## EXPERIENCE

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### HOULIHAN LOKEY

New York, NY

M&A Investment Banking Senior Associate, Fintech Group

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: CTSI) (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

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### 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

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- 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

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### 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)

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- *Sale of Thirdera, the Leading ServiceNow Partner Globally, to Cognizant (NASDAQ: CTSI) (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 strategics 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 Beneficient 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 Herriman 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