

Jeff Hooke

He is a broad-based finance and investment executive with global experience throughout the U.S., Europe and the emerging markets of Latin America and Asia. He has negotiated numerous transactions, including mergers and acquisitions, public offerings, mezzanine financings, private equity investments, international bank syndications, corporate valuations and fairness opinions. He has a solid understanding of the finance and investment process, from both domestic and international viewpoints.

He is a Managing Director of Focus Securities, a mid market investment bank in the United States, with offices in Washington, DC, Atlanta and Los Angeles.

Earlier, Hooke focused on emerging market investment and private equity. At the Emerging Markets Partnership (1998-1999) a \$5 billion private equity group, he was a Director of the \$1.8 billion AIG Asia II fund, acting as lead banker on six deals. Earlier (1991-1997), he was a Principal Investment Officer of the International Finance Corporation, the \$20 billion private sector division of the World Bank, where he led a broad variety of corporate loan syndications, project financings and equity investments involving Latin American firms.

His New York investment banking career (1981-1990) covered two major firms: Lehman Brothers (1987-1990) and Schroder Wertheim (1981-1987). At Lehman he was a Vice President providing M&A, finance and restructuring services to retailing companies. At Schroder Wertheim, Mr. Hooke was a generalist banker working with a wide variety of companies and industries. He began his career as an investment officer in the private placement department of Metropolitan Life Insurance (1977-1981).

Mr. Hooke has an MBA from The Wharton School and a BS degree (*cum laude*) from the University of Pennsylvania.

He is the author of three authoritative books on security analysis, M&A and emerging markets investing, respectively: *The Emerging Markets*, *Security Analysis on Wall Street* and *M&A, A Practical Guide to Doing the Deal*. He also wrote a book on The World Bank, *The Dinosaur Among Us: The World Bank and Its Path to Extinction*. Barron's called *Security Analysis on Wall Street* "a welcome successor to Graham and Dodd's Security Analysis," the seminal work often quoted by Warren Buffett. A portion of the book is required reading for the CFA exam, and the second edition was released in May, 2010. The second edition of *M&A, A Practical Guide to Doing the Deal* was released in December 2015. Three of Mr. Hooke's books have been used as textbooks at the graduate level.

Mr. Hooke has taught finance, mergers and acquisitions, and business valuation at several universities. He lectures on these topics at industry forums around the world.