

XPX – 5/18 Panel Bios

Moderator

Terence Hannafin, Managing Director, de Visscher & Co. – Since joining the firm in 2007, Mr. Hannafin has been active in all of de Visscher & Co.'s corporate finance activities including debt and equity financings, recapitalizations, restructurings, mergers & acquisitions, management buyouts, and direct investments. Mr. Hannafin is also actively involved the firm's consulting projects, having assisted many prominent business-owning families by structuring and implementing innovative capital, liquidity and governance programs. He has worked closely with clients across a diverse range of industries including manufacturing, financial services, healthcare services, education, energy and consumer products.

In 2010, Mr. Hannafin was instrumental in developing "Family Capital Partners" as a network of Single Family Offices to make direct co-investments with other families. "Families Investing in Families®".

In addition, Mr. Hannafin oversees certain investments in Family Capital Growth Partners, de Visscher & Co.'s affiliated private equity fund established in 1998. In 2012, Mr. Hannafin led the successful realizations of two of the fund's portfolio investments - Olympia Chimney Supply and BlessingWhite. Currently, Mr. Hannafin serves on the Board of Directors of Velocity Print Solutions.

Mr. Hannafin is a member of the Family Firm Institute, a leading international membership association for professionals serving the family enterprise field, from where he holds a certificate in Family Business Advising.

Prior to joining the firm, Mr. Hannafin was a Manager in a Strategy & Business Development Group at American Express. He started his career as an analyst at Morgan Stanley. Mr. Hannafin holds a BS in Finance from Boston College where he was a member of its NCAA football team.

Mr. Hannafin resides in Connecticut with his wife and three children.

Panelists:

Anthony D. Macaluso, Vice President, Belden Hill Partners - Anthony's experience spans a wide variety of assignments, including merger and acquisition advisory, equity capital raising, debt financing, valuations and strategic options and alternatives analysis across a variety of industries, including: industrial manufacturing, distribution, healthcare services, consumer products, food and beverage, business services, and energy-related sectors, among many others. Prior to joining Belden Hill Partners, Anthony was an Associate at de Visscher & Co., a boutique provider of financial advisory and consulting services to family owned and closely held businesses. He began his career at Bank of America Merrill Lynch as an investment banking analyst in the mergers and acquisitions group.

Anthony graduated from Cornell University with a B.A. in Economics, where he was also a three-year letter winner and co-captain of the football team. He is a Registered Investment Banking Representative and holds both the Series 79 and Series 63 licenses. Anthony lives in Wilton, Conn., with his wife, Laura.

Nathan J. Klatt, Managing Director, Rockport Investment Partners - Nathan Klatt is an entrepreneur, connector and leader. After nearly 20 years of experience with large consulting firms, Nathan launched Rockport Investment Partners in 2015 with a mission to serve corporate management, asset managers, investors, private companies and business owners with high impact professional services. Nathan actively builds relationships, collaborates with strategic partners and organizations, and leads consulting engagements with numerous clients in Fairfield County/Connecticut, Texas, New York, and other U.S.

markets. Nathan is guided by core values that resonate in the marketplace and cares deeply to solve the challenges faced by his clients.

Larry Reinharz, Managing Director, Woodbridge Group - Since 2005, Larry has served as Managing Director for Woodbridge International. He brings more than 20 years of experience as a financial professional advising entrepreneurs, middle-market business owners and corporate executives on strategies to maximize their company's value. Along with heading up new business development, Larry has worked extensively in several industries including manufacturing, distribution, business services, retail and healthcare. Before joining Woodbridge, he was a commercial lender for JP Morgan Chase and Merrill Lynch. He is a frequent speaker to business groups and law firms on M&A and corporate finance issues. His "Ask Larry" video series continues to educate prospective and existing clients domestically and abroad. A graduate of Manhattanville College with a B.A. in political science and economics, Larry lives in Pleasantville, N.Y. with his wife and two sons.