

# GEOFFREY ALLENDALE

5256 Fort Worth Drive  
Los Gatos, CA 95030

gallendale4@att.net

408-400-4000 (cell)  
408-450-2020 (home)

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## INVESTMENT BANKING FINANCIAL MANAGEMENT PROFILE

Powerful combination of high-level relationship building, deep understanding of client businesses, marshalling of internal team resources, sound market judgment, and transaction experience. Innate talent for beating the competition through early identification of strategic trends and niche opportunities. Record of producing impressive, tangible results in competitive and volatile markets world-wide. Trusted advisor to international clients with high standards and expectations.

### *Core Strengths and Expertise*

- ◆ Investment portfolio origination
  - ◆ M&A and financing transactions
  - ◆ Minority investment & alliances
  - ◆ Risk assessment & valuation analysis
  - ◆ Competitive analysis & positioning
  - ◆ Analytical & empirical due diligence
  - ◆ Business & revenue-building initiative
  - ◆ Thought leadership in business decisions
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## PROFESSIONAL EXPERIENCE

**Trinity Financial**, Los Altos, CA 2009-Present  
*(\$1 billion investment fund focused on public-company, structured-finance investments)*

### ***Managing Director, Head of Technology, Media & Telecom (TMT) Sector***

Originated, executed, and monitored the TMT investment portfolio, utilizing specialized expertise in credit and equity risk assessment and valuation analysis. Developed creative financing structures to balance issuers' cash-flow needs against the firm's risk/return investment profile.

- ◆ Increased the firm's visibility with investment banks by establishing a structured calling program for deal sourcing.
- ◆ Drove active engagements valued at \$25+ million prior to firm's restructuring.

**Featherstone Investments**, San Francisco, CA / New York, NY 1998–2008  
*(\$3 billion full-service investment bank serving corporate and institutional clients; headquartered in London)*

### ***Managing Director, Head/Co-Head of Technology Investment Banking Group (2000–2008, CA); Managing Director (1998–2000, NY)***

Captured Communications and Green Tech sector transaction opportunities, applying in-depth knowledge of public and private mergers and acquisitions and financings. Originated, structured, negotiated, and executed 150+ transactions with C-level executives and board members in multiple business sectors. Achieved record Group revenue of \$115 million, with responsibility for 30 bankers. Oversaw San Francisco office operations.

### *Revenue-Building Initiatives*

- ◆ Achieved leading marketshare in the wireless food chain, broadband equipment, and optics segments; more than 65 transactions completed.
  - ◆ Overcame challenges from dot-com "bust," aggressively seeking new opportunities. Established Green Tech group and crafted business plan to support the investment, resulting in top-3 position in solar financings (2007) and top marketshare in solid-state lighting/energy efficiency sub-sector.
  - ◆ Partnered with Hong Kong team to penetrate the market in China; 10 transactions completed successfully.
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**PROFESSIONAL EXPERIENCE**

**Featherstone Investments (continued)**

*Leadership*

- ◆ Played a key leadership role in enhancing the firm's brand, generating revenue and directing Technology Group strategy.
- ◆ Established and expanded relationships with a broad range of corporate venture capital and private equity clients.
- ◆ Led successful M&A transactions that included sale mandates and divestitures, buyer advisory, minority investment, fairness opinions, leveraged buyouts, and common stock repurchase. Drove successful financing transactions that included IPOs, follow-ons, PIPES, and private placements.
- ◆ Contributed expertise on 3 executive committees: Fairness, Commitment, and Due Diligence.

**Branch & Scott**, New York, NY  
*(acquired by Featherstone in 1998)*

1994–1998

***Managing Director; Senior Vice President; VP, Technology Investment Banking Group***

Identified and capitalized on opportunities in communications equipment and software. Originated and executed private placement, public equity, and M&A transactions in those market segments.

- ◆ Strengthened the company's brand image and increased revenue by developing expertise in the wireless food chain and achieving dominant marketshare for related transactions.
- ◆ Earned fast-track promotion to Managing Director.

**Morse-Campbell**, New York, NY

1988–1994

***Vice President, Technology Investment Banking Group (promoted from Associate in 1991)***

Strategized and managed transactions for technology-driven companies. Developed and applied expertise in computer software and services, cable, and IT services. Led and co-led execution of M&A and financing transactions for public and privately held companies in multiple industries. Managed associates and analysts to ensure successful completion of transaction projects.

- ◆ Promoted to Vice President despite industry challenges and company headcount reduction.
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**EDUCATION**

**Master of Business Administration**, University of Arizona, Phoenix, AZ, 1988

**Bachelor of Science in Economics**, San Mateo College, San Mateo, CA, 1986

**Valedictorian ~ Rhodes Scholar State Finalist**

**LICENSES**

FINRA Series 7, 63, and 24

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