

RANDALL MILES

Managing Director

Professional Summary

Randall Miles is a Managing Director at Areté Partners and Chairman & CEO of SCM Capital Group, a global strategic and transaction advisory firm based in New York. For over 40 years, Randall has provided independent strategic and transaction advisory services to publicly traded and private equity-sponsored clients. Randall's advice to clients large and small, growing or struggling has been guided by the principle of trying to do the right thing, the right way, for right reason. Randall has assisted clients in accessing capital markets (IPO, SPO, PPO, PIPE, SPAC, ATM, asset securitization, corporate debentures), executing buy-side and sell-side M&A strategies, accomplishing debt and equity restructuring, strategic planning, balance sheet optimization, workout and bankruptcy strategies, and execution. Randall has also served as CEO of public and private equity-sponsored companies, leading growth and multinational expansion, in addition to workouts, strategy, and execution. Randall has extensive government and international experience, having advised the US government on creating the Resolution Trust Corporation in response to the Thrift crisis in the mid-1990s and during the 2008 financial crisis. Randall has also advised government entities in Europe and Latin America.

Randall's extensive background advising companies on strategic and financial objectives and their execution has crossed many disciplines and industry sectors, which include serving as Executive Committee chair, Head of FIG, Head of M&A, and more. Randall's background includes broad independent public, private, and nonprofit board of directors' experience, leading growth strategy, mentoring executive leadership, installing governance best practices, developing and implementing strategic initiatives, including M&A, optimizing capital structure, and restructuring and workout. Randall regularly serves as Chairman of the Board, Vice Chairman, and lead Independent Director, and has chaired board committees including Audit, Compensation, Nominating and Governance, Risk, Special Situations, Litigation, M&A, Executive Search, and more.

Randall earned a BBA from the University of Washington and holds FINRA licenses 7, 24, 63, and 79 and is an active member of SAGAFTRA.

Professional Biography

Career Experience

COMPANY	ROLE	LOCATION	DATES
Areté Partners	Managing Director	New York, NY	2025 – Current
SCM Capital Group LLC – Strategic Advisory	Co-Founder / Managing Partner	New York, NY	2003 – Current
Tigress Financial Partners LLC – Investment Banking	Senior Managing Director / President	New York, NY	2015 – 2022
Cantor Fitzgerald – Investment Banking	Senior MD / IBG COO	New York, NY	2014 – 2015
Oppenheimer, Inc. – Investment Banking	Managing Director, Head MM M&A	New York, NY	2013 – 2014
Meridian Capital LLC – Investment Banking	Managing Director, Head MM M&A	Seattle, WA	2009 – 2013
Syngence Corporation – (PE Backed) Electronic Discovery	CEO	Seattle, WA	2007 – 2009
LionMTS – (NASDAQ) Financial Technology	Chairman & CEO	Seattle, WA	2007
D.A. Davidson & Co. – Investment Banking	Managing Director, Head IB	Seattle, WA	2001 – 2003
PMB / CBA – Merchant Banking	Partner	Stamford, CT	1994 – 2003
Greenwich Capital Markets, Inc. – Investment Banking	Managing Director	Greenwich, CT	1988 – 1994
Credit Suisse First Boston – Investment Banking	Senior Vice President	New York, NY	1985 – 1988
General Electric Capital Corp – Diversified Finance	Corp Development & Strategic Planning	Stamford, CT	1979 – 1985

Board of Directors Experience

- EXP World Holdings (NASDAQ) – Vice Chair, Lead Independent
- Arthur H Thomas Company (Private) – Vice Chair, Independent Director
- Troika Media, Inc. (NASDAQ) – Chairman, Independent Director
- Lion Mortgage Technology (NASDAQ) – Chairman
- Resaas Services, Inc. (TSX-V) – Independent Director
- Kuity, Inc. (private) – Vice Chair, Independent Director
- Posiba, Inc. (private) – Chairman, Independent Director
- Syngence (private equity) – Independent Director

- ADA Capital (private) – Independent Director
- Nafco Holdings, Inc. (private equity) – Independent Director
- Vocodia Holdings, Inc. (CBOE) – Nonexecutive Chairman
- OfficeSpace.com (private) – Independent Director
- Advantage Funding (private equity) – Independent Director
- Evergreen Funding (private equity) – Independent Director
- Make-A-Wish Foundation (nonprofit) – Chairman

Select Interim Management / Turnaround Advisory Experience

- Atlas Banc Holdings (Private) – CFO / COO
- Krona Acquisition Corp (Private) – CFO
- Nafco Holdings, Inc. (Private) – COO
- Advantage Funding (Private) – President & CEO

Select Corporate Finance Experience

- Over \$10 Billion Assets Securitized (MBS, ABS, CMBS)
- Over \$10 Billion in Capital Raised (IPO, PPO, PIPE, ATM, SPAC, SPO)
- Over 100 M&A Transactions (Buy Side, Sell Side)
- Strategic Advisory, Balance Sheet Restructuring

Government Advisory Experience

- OTS, COC, FDIC Formation of Resolution Trust Corporation
- US Treasury Dept and Fed, 2008 Financial Crisis
- Australia, New South Wales, Mortgage Capital Markets
- Argentina, Denmark, United Kingdom, Mortgage Capital Markets
- Panama, Standardizing Bank Regulatory Standards
- FDIC Workout Advisory

Education / Certifications

- University of Washington – Seattle, WA — Bachelor of Business Administration, Finance
- FINRA Licenses 7, 24, 63, 79
- Nominated for E&Y Entrepreneur of the Year

** References Available Upon Request **