

# TOM WAITT

## Managing Director

### Professional Summary

Mr. Waitt is a Managing Director at Areté Partners with over ten years of experience in restructuring, mergers and acquisitions, and corporate strategy. As a proven leader, Mr. Waitt has a wide range of financial services experience, including interim executive roles, business planning/FP&A, M&A, cash management, solvency analysis, and many others. He has provided fiduciary services for companies in varying industries and across multiple roles.

Prior to joining Areté, Tom was a Senior Vice President in the Turnaround & Restructuring Services group at AlixPartners. Mr. Waitt served clients on all sides of the table including debtors, private equity firms, secured creditors, distressed investors, and special committees. Mr. Waitt has represented every portion of the balance sheet including equity, unsecured debt, and senior debt.

Prior to joining AlixPartners, he worked in the Corporate Finance & Strategy division of LiveStyle (f/k/a SFX Entertainment), a global live events and digital entertainment company, leading internal cost improvement initiatives, revenue optimization strategies, and several M&A transactions.

Mr. Waitt also worked at an M&A boutique that focused on the sale of TV production, film and distribution assets to large global media and entertainment companies. He started his career in the Global Restructuring Group of the Royal Bank of Scotland based in London.

Tom has a Bachelor of Science in Business from the University of Wisconsin – Madison.

### Professional Biography

#### Career Experience

COMPANY	ROLE	LOCATION	DATES
Areté Partners	Managing Director	New York, NY	1/26 – Current
Areté Partners	Principal	New York, NY	10/23 – 12/25
Areté Partners	Director	New York, NY	2/22 – 10/23

COMPANY	ROLE	LOCATION	DATES
AlixPartners	Senior Vice President	New York, NY	9/17 – 2/22
LiveStyle	Senior Associate	New York, NY	3/16 – 9/17
ACF Investment Bank	Senior Analyst	New York, NY	9/14 – 1/16
HSBC	Analyst	New York, NY	9/13 – 9/14
The Royal Bank of Scotland	Risk Graduate, Global Restructuring Group	London, UK	5/11 – 9/13

### Board of Directors Experience

- Camofire / BlackOvis (Private) – Board Member
- Co3/Method & Framestore (Private) – Financial Advisor to Board of Directors

### Select Interim Management / Turnaround Advisory Experience

- Accupac, LLC (Private) – Interim CFO
- Camofire / BlackOvis (Private) – Interim CEO
- The Switch (Private) – Interim CFO
- Nice-Pak (Private) – Financial Advisor to Debtor
- Casper Sleep, Inc. (Public) – Financial Advisor to Management
- Deluxe Entertainment (Private) – Financial Advisor to Debtor / Interim CFO
- Crossmark (Private) – Financial Advisor to Debtor
- Wok Holdings, Inc. (Private) – Financial Advisor to Debtor
- Outcome Health (Private) – Financial Advisor to Ad Hoc First Lien Lenders

### Select Corporate Finance Experience

- The Switch to Tata Communications – Interim CFO for The Switch in its sale to Tata Communications
- Co3/Method & Framestore – Advisor to Co3/Method in its merger with Framestore
- Flavorus to Vivendi – Managed \$4MM sale of Flavorus ticketing platform to Vivendi
- The Weinstein Company – Advisor to the Weinstein Company in the potential sale of its TV Production Company
- Jupiter Entertainment to Sky – Advisor to Jupiter Entertainment in its sale to Sky
- Morgan Creek to Revolution Studios – Advisor for the \$37MM sale of Morgan Creek film library to Revolution Studios

### Additional Relevant Experience



Accupac – Appointed as interim CFO to navigate an operational and financial turnaround of a contract manufacturer in the beauty and personal care industry. Implemented +\$10M of cost savings initiatives, +\$15M in customer price increases and \$14M of working capital/liquidity improvements.

The Switch – Appointed as interim CFO to facilitate the sale of the business to Tata Communications. Managed and extended liquidity runway to a successful exit, helping the lender/sponsor realize value.

Nice-Pak – Undertook all financial functions from departing CFO of a wet wipe business. Built and executed a turnaround plan that led the business from negative EBITDA to pre-pandemic profitability.

Casper Sleep – Acted as financial advisor to the Company in its assessment of strategic alternatives. Successfully took the Company private via sale to Durational Capital Management, successfully avoiding a Chapter 11 filing.

## **Education / Certifications**

- University of Wisconsin – Madison, WI — Bachelor of Science, Business

*\* References Available Upon Request \**