



# Restructuring & Insolvency

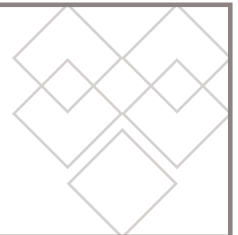
## 2021



PROFILED:

**J. SCOTT VICTOR**

SSG Capital Advisors, LLC





Restructuring &  
Insolvency



## J. SCOTT VICTOR

Founding Partner and Managing Director

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### PERSONAL BIOGRAPHY

**J. Scott Victor** is an internationally recognised leader in the restructuring industry with more than 37 years' experience and has completed over 300 sale, refinancing and restructuring transactions in North America and Europe. He is an expert in the restructuring, refinancing and sale of middle-market companies and has testified as an expert witness in bankruptcy courts throughout the US. He was inducted into the TMA Turnaround, Restructuring and Distressed Investing Hall of Fame (2018), The M&A Advisor Hall of Fame (2015), and received the New York Institute of Credit Leadership Award (2017) and The Philadelphia Inquirer Influencer on Finance Award (2019).





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### Q&A WITH J. SCOTT VICTOR

#### What do you consider to be your major career achievements?

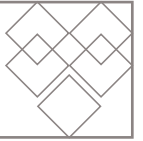
◆ I began my career in 1983 as a 25-year-old bankruptcy and restructuring attorney for a boutique law firm in Philadelphia representing debtors, trustees, creditors' committees and landlords. After 17 great years practicing law, I transitioned into special situations investment banking in 2000 and co-founded SSG Capital Advisors a year later. Over 37 years, I have worked with several hundred financially challenged companies and closed more than 300 sale, refinancing and restructuring transactions in North America and Europe. I became a fellow of the American College of Bankruptcy in 2004, served as president and chairman of TMA Global in 2015 and 2016 and served on the ABI's board of directors for six years. Throughout this time, founding and helping SSG to succeed over the past 20 years has been my major career achievement. Having a niche boutique investment banking firm for such a long time is truly quite remarkable.

#### Looking back, have you fulfilled the ambitions and aspirations you set for yourself early in your career?

◆ A career, like life, is so unpredictable. In law school and throughout my early years as a bankruptcy and restructuring attorney, my career goal was to be a bankruptcy judge or a federal district court judge. After starting SSG in 2001, the economic reality of compensation in the private sector versus a judge's salary hit me. So, the long-held goal of a judgeship was shelved in favour of establishing SSG as a leading niche boutique investment bank. After 20 years, I have fulfilled that ambition. It was critical throughout my career to understand the business issues of distressed companies and to be fluent in both bankruptcy and debtor/creditor law. This differentiator helped me to win countless assignments and close hundreds of

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transactions over the years. It is critical to always work hard, be ethical and professional, and be recognised as being among the best at what you do.

**What strengths and characteristics do you, your team and your firm strive to demonstrate to clients?**

◆ SSG's motto is "We have the experience, creativity and tenacity to get tough deals done." After 20 years, that motto stands strong in our culture. All SSG's assignments are special situations and that means nothing is ever easy. We are engaged to either refinance, restructure or sell middle-market companies facing challenges. Some are good company/bad balance sheet situations, but most are cash burning fire drill exercises to find a solution. Our professionals are relentless in pursuit of our clients' goal to maximise value for all stakeholders. We provide senior level attention to every assignment. With two managing directors as part of a four-to-five-person deal team from start to finish, every transaction is overseen by our most experienced professionals. With well over 350 transactions closed, SSG is the definition of special situation investment banking. ■



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### REPRESENTATIVE ENGAGEMENTS

- ◆ Advised Pocono Pro Foods on an asset sale to US strategic buyer Driscoll Foods.
- ◆ Advised Shop Vac Company on an asset sale to Chinese strategic buyer Great Star.
- ◆ Advised Rubie's Costume Company on its Chapter 11 asset sale to US financial buyers Atalaya Capital and Joel Weinshanker.
- ◆ Advised The Paper Store on its Chapter 11 asset sale to US financial buyer TPS Group.
- ◆ Advised Le Pain Quotidien on its Chapter 11 asset sale to US financial buyer Aurify Brands.
- ◆ Advised Hy-Ko on its asset sale to US strategic buyer Mid-West Fastener Connection.
- ◆ Advised Talalay Global on its Chapter 11 asset sale to Belgian strategic buyer Artilat.

