



## PRESS PACKET

— CREDIBILITY —

**20+**

years in business

— CREATIVITY —

**150+**

years of perspective

— TENACITY —

**500+**

successful transactions

Mergers & Acquisitions | Private Placements of Capital | Financial Restructurings  
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Member FINRA | Member SIPC

Securities offered through SSG Capital Advisors, LLC, Member SIPC | Member FINRA, all other transactions effectuated through SSG Advisors, LLC.



## WHO WE ARE & WHAT WE DO:

SSG Capital Advisors, LLC is a leading independent boutique investment bank that assists middle market companies, as well as their stakeholders, complete special situation transactions. As a specialist in mergers and acquisitions, litigation and strategic advisory, capital raises, and in financial restructurings and complex valuations, we offer the expertise our clients need in today's complex and fast-moving financial markets. As a partner-owned firm with a clear focus, we offer the personal attention of our senior partners as well as the entrepreneurial spirit and agility in the marketplace that middle-market businesses require. Since 2001, SSG has successfully completed over 500 special situation investment banking assignments on behalf of clients in North America and Europe.

## AWARDS

### 2020

- SSG was selected by the Beard Group's *Turnarounds & Workouts* publication as an Outstanding Investment Banking Firm.
- SSG received The M&A Advisor's International Materials Deal of the Year for our role in the sale of substantially all assets of Republic Metals Corporation and its affiliates.
- SSG received the following Global M&A Network's Turnaround Awards:
  - Metals & Chapter 11 Restructuring of the Year Award for our role in the sale of substantially all assets of Republic Metals Corporation and its affiliates
  - Special Situation M&A Deal of the Year Award for our role in the sale of substantially all assets of St. Christopher's Hospital for Children.
- (12th Annual Global M&A Network's Award Ceremony held in January 2021)
- SSG received the following Turnaround Awards from The M&A Advisor:
  - Consumer Staples of the Year Award for our role in the sale of substantially all assets of LuckyVitamin, LLC.
  - Chapter 11 Reorganization of the Year (\$10MM-\$25MM) Award for our role in the sale of substantially all assets of Argos Therapeutics, Inc.
  - Materials Deal of the Year Award for our role in the sale of substantially all assets of Republic Metals Corporation.
- SSG was ranked #30 nationally on *The Deal's* Bankruptcy League Table for Financial Advisors.
- Craig D. Warznak received The M&A Advisor's Emerging Leaders Award.

### 2021

- SSG received the following Global M&A Network's Turnaround Awards:
  - Restructuring Investment Bank of the Year (Middle Market) Award
  - Chapter 11 Restructuring of the Year Award (Middle Market) Award for our role in the sale of substantially all assets of Rubie's Costume Company, Inc., and its U.S.-based subsidiaries and affiliates
  - Special Situations Deal of the Year Award for our role in the sale of select U.S. assets of Le Pain Quotidien USA
  - Consumer Goods Restructuring and Sale of the Year Award for our role in the sale of substantially all assets of Latex Foam International d/b/a Talalay Global.
- SSG was selected by the Beard Group's *Turnarounds & Workouts* publication as an Outstanding Investment Banking Firm.
- SSG was ranked #19 nationally on *The Deal's* Bankruptcy League Table for Financial Advisors.
- Teresa C. Kohl was inducted as a Fellow in the 32nd American College of Bankruptcy Class.
- J. Scott Victor was selected as a Restructuring & Insolvency Exceptional Expert in *Financier Worldwide's* special report, "POWER PLAYERS: Restructuring & Insolvency 2021.
- Teresa C. Kohl was named Distressed Dealmaker of the Year by The M&A Advisor at the 15th Annual Turnaround Awards Ceremony.
- SSG received the following Turnaround Awards from The M&A Advisor:
  - Healthcare/Life Sciences Deal of the Year Award for our role in the sale of substantially all assets of Christopher's Hospital for Children
  - Distressed M&A Deal of the Year (\$100MM-\$250MM) Award for our role in the sale of substantially all assets of Rubie's Costume Company, Inc., and its U.S. affiliates
  - Cross-Border Section 363 Sale of the Year Award for our role in the sale of substantially all assets of Talalay Global
  - Consumer Staples Deal of the Year Award for our role in the sale of substantially all assets of Le Pain Quotidien USA.
- SSG received The M&A Advisor's Consumer Staples Deal of the Year Award for our role in the sale of substantially all assets of Paper Source, Inc.
- Neil Gupta was selected as one of the American Bankruptcy Institute's Top 40 Under 40 insolvency industry professionals.
- Alexander D. Lamm received The M&A Advisor's Emerging Leaders Award.

## AWARDS (continued)

### 2022

- SSG received the following Global M&A Network's Americas Atlas Awards:
  - Distressed M&A Deal of the Year (Small Middle Markets) Award for our role in the sale of substantially all assets of Connections Community Support Programs, Inc.
  - Distressed M&A Deal of the Year (Middle Markets) Award for our role in the sale of substantially all assets of Paper Source, Inc.
  - Restructuring of the Year (Middle Markets) for our role in the sale of substantially all assets of Rubie's Costume Company
- Neil Gupta was named to 'People to Watch 2022: Business Professionals Making Their Mark' by the Beard Group's *Turnarounds & Workouts* publication.
- Teresa C. Kohl received the She for She Leader Award from the Global M&A Network.
- SSG received The M&A Network's International M&A Deal of the Year (\$10MM-\$25MM) Award for our role in the sale of substantially all assets of Latex Foam International d/b/a Talalay Global.
- SSG received the following Turnaround Awards from The M&A Advisor:
  - Consumer Staples Deal of the Year (\$10MM-\$100MM) Award for our role in the sale of substantially all assets of Pocono ProFoods
  - Distressed M&A Deal of the Year (\$10MM-\$25MM) Award for our role in the sale of substantially all assets of Connections Community Support Programs, Inc.
  - Section 363 Sale of the Year Award for our role in the sale of substantially all assets of Tri-Wire Engineering Solutions, Inc.
- SSG received the following Global M&A Network's Turnaround Atlas Awards:
  - Special Situation M&A Deal of the Year (Small Markets) Award for our role in the sale of substantially all assets of Tri-Wire Engineering Solutions
  - Out-of-Court Restructuring (Small Markets) Award for our role in the sale of substantially all assets of Pocono ProFoods.
- Teresa C. Kohl was named a Top 25 Restructuring Professional-Investment Banker by the Global M&A Network.
- J. Scott Victor was selected as a Restructuring & Insolvency Exceptional Expert in *Financier Worldwide's* special report, "POWER PLAYERS: Restructuring & Insolvency 2022."
- SSG was selected by the Beard Group's *Turnarounds & Workouts* publication as an Outstanding Investment Banking Firm.
- Ranked #5 Investment Banking Firm in Greater Philadelphia by the *Philadelphia Business Journal*.
- J. Scott Victor received the 2022 Magis Award for supporting the Catholic Charities Appeal of the Archdiocese of Philadelphia.
- SSG was ranked #15 nationally on *The Deal's* Bankruptcy League Table for Financial Advisors.
- SSG was ranked #8 nationally on *The Deal's* Out-of-Court League Tables for Financial Advisers to Distressed Companies.

### 2023

- SSG received the following Turnaround Awards from The M&A Advisor:
  - Professional Services (B-B) Deal of the Year Award for our role in the out-of-court restructuring of Bailey & Galyen
  - Distressed M&A Deal of the Year (\$10MM to \$25MM) Award for our role in the sale of substantially all assets of Path Medical, LLC
  - Sec. 363 Sale of the Year (\$10MM to \$50MM) Award for our role in the sale of substantially all assets of Retrotope, Inc.
  - Chapter 11 Reorganization of the Year (\$100MM to \$1B) Award for our role in the reorganization of U.S. Tobacco Cooperative Inc.
- SSG received the American Bankruptcy Institute's 2022 Asset Sale of the Year Award for our role in the sale of substantially all assets of Electric Mile Solutions, Inc.
- SSG received the Global M&A Network's USA Middle Markets Recapitalization Deal of the Year Atlas Award for our role in the Bailey & Galyen transaction.
- Teresa C. Kohl was profiled as a 2023 Restructuring & Insolvency Power Player by *Financier Worldwide*.
- SSG received the following Global M&A Network's Turnaround Atlas
  - Restructuring Investment Bank of the Year Award
  - Chapter 11 Restructuring of the Year (Mid-Markets) Award for our role in the reorganization of U.S. Tobacco Cooperative, Inc.
  - Healthcare Restructuring of the Year Award for our role in the Section 363 sale of substantially all assets of Path Medical, LLC.
- Mark E. Chesen was named a Top 25 Restructuring Professional-Investment Banker by the Global M&A Network.
- Ranked #5 Investment Banking Firm in Greater Philadelphia by the *Philadelphia Business Journal*.
- SSG was selected by the Beard Group's *Turnarounds & Workouts* publication as an Outstanding Investment Banking Firm
- SSG received The M&A Advisor's Healthcare/Life Sciences Deal of the Year (\$25MM-\$50MM) Award for our role in the sale of substantially all assets of Retrotope, Inc.
- SSG was ranked #19 nationally on *The Deal's* Bankruptcy League Table for Financial Advisors.
- SSG received the Global M&A Network's Americas Distressed Deal of the Year (Small Market) Atlas Award for our role in the sale of substantially all assets of NITROcrete, LLC and its affiliates.
- Alexander D. Lamm received the Global M&A Network's Americas Rising Star Dealmakers Award.
- Patrick D. Swanick received The M&A Advisor's Emerging Leaders Award.

## AWARDS (continued)

### 2024

- SSG received the following Global M&A Network's Turnaround Atlas Awards:
  - Boutique Investment Bank of the Year Award
  - Distressed Investing Deal of the Year (Under \$100M) Award for our role in the sale of substantially all assets of Pegasus Home Fashions, Inc., and its affiliated entities
  - Industrials Restructuring of the Year (Under \$100M) Award for our role in the sale of substantially all assets of Custom Alloy Corporation.
- SSG was selected by the Beard Group's *Turnarounds & Workouts* publication as an Outstanding Investment Banking Firm.
- Ranked #5 Investment Banking Firm in Greater Philadelphia by the *Philadelphia Business Journal*.
- SSG received The M&A Advisor's International Consumer Discretionary Deal of the Year (Under \$100M) Award for our role in the sale of substantially all assets of Renters Warehouse.
- SSG received the following Turnaround Awards from The M&A Advisor:
  - Consumer Discretionary Deal of the Year (Under \$100M) Award for our role in the sale of substantially all assets of Nova Wildcat Shur-Line Holdings (H2 Brands)
  - Industrials Deal of the Year (Over \$100M) Award for our role in the sale of substantially all assets of Electric Last Mile Solutions, Inc.
- SSG received the Global M&A Network's Americas Distressed Deal of the Year (Small Middle Markets) Atlas Award for our role in the sale of Nova Wildcat Shur-Line Holdings (H2 Brands).
- J. Scott Victor was named a Top 25 Restructuring Professional-Investment Banker by the Global M&A Network.
- SSG was named the Global M&A Network's Boutique Investment Bank of the Year.
- SSG received The M&A Advisor's Restructuring of the Year (Under \$100M) Award for our role in the restructuring and sale of substantially all assets of Soft Surroundings Holdings, LLC.
- Teresa C. Kohl was inducted into The M&A Advisor Hall of Fame and named a recipient of The M&A Advisor Leadership Award.
- SSG was ranked #23 nationally on *The Deal's* Bankruptcy League Table for Financial Advisors.
- SSG was selected by the Beard Group's *Turnarounds & Workouts* publication as an Outstanding Investment Banking Firm.
- Teresa C. Kohl received the Turnaround Management Association Philadelphia/Wilmington Chapter's Inaugural NOW Ladder Award.
- SSG was ranked #2 Top Debtor Investment Banker in U.S. Bankruptcy Cases by BankruptcyData.
- J. Scott Victor was named Top Ranked Investment Banker by BankruptcyData.
- Nicholas A. Vernacchio received The M&A Advisor's Emerging Leaders Award.

### 2025

- SSG received the following Global M&A Network's Americas Atlas Awards:
  - Distressed M&A Deal of the Year (Small Markets) Award for our role in the sale of the Avexitide program and Zokinvy® program assets of Eiger BioPharmaceuticals Inc.
  - Distressed M&A Deal of the Year (Midde Markets) Award for our role in the sale of substantially all assets of Soft Surroundings Holdings, LLC.
- Samuel P. Charlton named a recipient of The M&A Advisor's Emerging Leaders Award.
- J. Scott Victor was recognized in the "Icon" Category of the *ABF Journal's* Legends & Leaders Issue.
- SSG received the following International M&A Awards from The M&A Advisor:
  - Cross-Border Deal of the Year (\$10M TO \$25M) Award for our role in the sale of substantially all assets of ICON Aircraft, Inc.;
  - Private Equity Deal of the Year (\$50M TO \$100M) Award for our role in the restructuring and sale of Contract Pharmaceuticals Limited Canada and its affiliates via a Reverse Vesting Order;
  - Corporate/Strategic Deal of the Year Award (\$10M TO \$25M) Award for our role in the sale of substantially all assets of BIOLASE, Inc.
- SSG received the following Turnaround Atlas Awards from Global M&A Network:
  - Cross-Border Distressed Deal of the Year (Lower Middle Market) for our role in the sale of substantially all assets of BIOLASE, Inc.;
  - Technology Services Deal of the Year for our role in the sale of substantially all assets of Fluid Market, Inc.;
  - Distressed Investment of the Year (Lower Middle Market) in the restructuring and sale of Contract Pharmaceuticals Limited Canada and its affiliates via a Reverse Vesting Order;
  - USA Restructuring Bank of the Year
- SSG was selected by the Beard Group's *Turnarounds & Workouts* publication as an Outstanding Investment Banking Firm.
- SSG received the following award from The M&A Advisor's 24th Annual Awards:
  - Consumer Discretionary Deal of the Year (under \$100MM) for our role in the sale of substantially all assets of WAVE Charging
- SSG received the following award from Global M&A Network's 16th Global M&A Atlas Awards:
  - Cross Border Deal of the Year (small) for our role in the sale of substantially all assets of Renters Warehouse

## SSG Investment Banking Professionals – J. Scott Victor



J. Scott Victor  
Managing Director

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J. Scott Victor is a founding partner and Managing Director of SSG Capital Advisors. Scott is an internationally recognized leader in the restructuring industry with over 40 years of experience representing companies in bankruptcy proceedings and out-of-court workouts. He has completed over 300 sale, refinancing and restructuring transactions in North America and Europe for companies facing operational and/or financial challenges. 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 United States. Prior to his transition to investment banking in 2000, he was a partner and a senior member of the bankruptcy and restructuring department at Saul Ewing LLP.

Clients include publicly traded, privately held, private equity sponsored and family owned businesses across many industries. Scott has conducted over 200 presentations globally on bankruptcy and insolvency law, distressed mergers and acquisitions, restructurings and special situation financing issues and is frequently called upon by the media for his expertise. Scott has published numerous articles for industry and business publications and served as an Examiner for the *Wall Street Journal's* Bankruptcy Beat.

Scott is a Fellow of the American College of Bankruptcy. He is a Past Chairman (2016) and President (2015) of the Turnaround Management Association (TMA) Global and has served in many senior volunteer positions in the TMA locally, regionally and internationally. Scott is also active in the American Bankruptcy Institute (ABI) and previously served on its Board of Directors. He has served as Co-Chair for multiple conferences including the TMA Annual, TMA Distressed Investing Conference, ABI Complex Financial Restructuring Conference, VALCON and The M&A Advisor Distressed Investing Conference. He also serves on the Board of Directors for the New York Institute of Credit.

Scott was inducted into the TMA Turnaround, Restructuring and Distressed Investing Hall of Fame (2018), The M&A Advisor Hall of Fame (2015), and has been consistently ranked as a Top 25 Restructuring Professional-Investment Banker by the Global M&A Network (2013-2019, 2024). In addition, Scott has received the TMA Global Outstanding Individual Contribution Award (2013), The M&A Advisor Leadership Award (2015), the New York Institute of Credit Leadership in Credit Education Award (2017), *The Philadelphia Inquirer* Influencer of Finance Award (2019) and the Catholic Charities Appeal Project Magis Award (2022).

### Education:

- University of Miami School of Law, J.D.
- University of Pennsylvania, B.A.

# Ssg Investment Banking Professionals – J. Scott Victor

## Published Articles

- "PPP and Distressed Going Concerns Sales: The Law of Unintended Consequences," *Norton Journal of Bankruptcy Law*, Vol. 30 No. 4 (Aug 2021)
- "Building a Brand," *Journal of Corporate Renewal* (Oct 2016)
- "Focus on the Future: Planning for the TMA of Tomorrow," *Journal of Corporate Renewal* (Jun 2016)
- "The Next Distressed Cycle is Now," *Journal of Corporate Renewal* (Mar 2016)
- "Corporate Restructuring: Will the Force Awaken," *Journal of Corporate Renewal* (Nov – Dec 2015)
- "Family Christian – Cautionary Tale of Best Auction Practices," *ABI Journal* (Oct 2015)
- "The Pursuit of Knowledge," *Journal of Corporate Renewal* (Jun 2015)
- "A Busy Year Ahead," *Journal of Corporate Renewal* (Jan – Feb 2015)
- "Transparency is Everything," *Wall Street Journal- Bankruptcy Beat* (Nov 2015)
- "Practical Impairment Leads to Chapter 11," *Wall Street Journal- Bankruptcy Beat* (Oct 2015)
- "Expanding Underneath the TMA Tent: Ensuring the Relevance and Value of Restructuring," *ABI Journal* (Oct 2015)
- "Universities' Sweet Student Loan Deal Must End," *Wall Street Journal- Bankruptcy Beat* (May 2015)
- "Venue Reform is a Solution in Search of a Problem," *Wall Street Journal- Bankruptcy Beat* (Mar 2015)
- "Strengthen Law to Encourage 363 Sales," *Wall Street Journal- Bankruptcy Beat* (Dec 2014)
- "PREPA Restructuring Depends on Energy Alternatives," *Wall Street Journal- Bankruptcy Beat* (Oct 2014)
- "Men's Role in Bridging the Gender Gap," *Wall Street Journal- Bankruptcy Beat* (Sep 2014)
- "Argentina and Distressed Investors," *Wall Street Journal- Bankruptcy Beat* (Jul 2014)
- "Municipal Distress," *Wall Street Journal- Bankruptcy Beat* (Jun 2014)
- "GM's Liability," *Wall Street Journal- Bankruptcy Beat* (May 2014)
- "Rural/Metro Ruling," *Wall Street Journal- Bankruptcy Beat* (May 2014)
- "Outlook for Corporate Restructuring," *Wall Street Journal- Bankruptcy Beat* (Mar 2014)
- "Market Outlook 2010," *Financier Worldwide* (Jan 2010)
- "From Burst Bubble to Severe Recession: The Capital Market for 2009," *Journal of Corporate Renewal* (Feb 2009)
- "The Bubble Has Burst, The Downturn Is Here," *Journal of Corporate Renewal* (Feb 2008)
- "The State of the Restructuring and Insolvency Industry for 2007," *Philadelphia Business Journal* (May 2007)
- "Chapter 11 Pay Plans Surviving Increased Scrutiny-Incentive Plans are Replacing KERPS Under BAPCPA," *Journal of Corporate Renewal* (Feb 2007)
- "2007 Forecast For Restructuring and Insolvency," *Financier Worldwide* (Dec 2006)
- "The Art of Distressed M&A: Five Keys for a Successful Transaction," *Journal of Corporate Renewal* (Jan 2006)
- "The Anatomy of Distressed M&A: Five Keys for a Successful Transaction," *Financier Worldwide - Global Restructuring and Insolvency Review* (Nov 2005)
- "Distressed Focus," *Loan Market Week* (Mar 2005)
- "Knowing When to Hold, When to Fold," *Journal of Corporate Renewal* (Oct 2004)
- "Creating Value From Chaos-An Advisor's Perspective," *Financier Worldwide* (Jan 2004)
- "Creating Value From Distress-An Advisor's Perspective," *Philadelphia Business Journal* (May 2004).
- "Strategic Solution-Selling Non-Core Assets to Create Liquidity," *Financier Worldwide-Global Restructuring and Insolvency Review* (Nov 2004)
- "A Sale May Be the Best Available Solution for a Distressed Company," *Philadelphia Business Journal*



## SSG Investment Banking Professionals – Mark E. Chesen



**Mark E. Chesen**  
Managing Director

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Mark E. Chesen is a founding partner and Managing Director of SSG Capital Advisors. Mark is a prominent leader in the restructuring industry with over 35 years of experience advising businesses facing operational or financial challenges including bankruptcy proceedings. He has completed over 200 investment banking transactions involving the sale, private placement or financial restructuring of middle market companies in North America and Europe. Prior to founding SSG, he held senior leadership positions including co-head of the investment banking group, head of the Special Situations Group and member of the management committee at Berwind Financial.

Past clients include publicly traded, privately held, private equity sponsored and family-owned companies across diverse industries. Mark is a respected speaker and expert on financial restructuring topics. He has conducted over 50 presentations and authored numerous articles on special situation mergers and acquisitions, capital raises, valuations and financial restructurings.

Mark is a member of the Young Presidents' Organization, the American Bankruptcy Institute, the Association for Corporate Growth and the Turnaround Management Association.

Mark was named a Top 25 Restructuring Professional-Investment Banker by the Global M&A Network (2023).

### Education:

- University of Texas in Austin, B.S.

### Published Articles

- "Restructuring Options for Oil Field Service Companies," *Well Servicing* (Jan/Feb 2016)
- "Alternative Capital Providers for Oilfield Service Companies," *Well Servicing* (Jan/Feb 2016)
- "Resiliency and Strategy: The Keys to a Great Comeback," *Well Servicing* (July/August 2016)
- "Surviving Industry Turbulence: Know your Capital Options," *Well Servicing* (Sept/Oct 2015)
- CRO Executive Roundtable: "Navigating Financial and Operational Challenges"
- "Stockpiled Cash, Buyer Interest Bodes Well For Distressed M&A," *Journal of Corporate Renewal* (Nov/Dec 2011)
- "Preventive Maintenance by Private Equity Funds Can Provide More Options When Portfolio Companies Fall Short," *Buyouts Newsletter* (March 2003)
- "New Book On Investment Banking Features Chapter by Mark Chesen," *Leading Investment Bankers: the Art & Science of Investment Banking*

## SSG Investment Banking Professionals – Michael S. Goodman



Michael S. Goodman  
Managing Director

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Michael S. Goodman is a founding partner and Managing Director of SSG Capital Advisors. Mike is a nationally recognized leader in the restructuring industry with over 25 years of experience in special situations transactions. He has completed over 100 client engagements involving restructuring, private placements and sale transactions on behalf of companies facing operational and financial challenges and/or bankruptcy proceedings. Prior to founding SSG, he served as a Vice President in the Special Situations Group of Berwind Financial.

Past clients include publicly traded and privately held middle market and lower middle market companies across almost every industry sector. Mike is an expert source and frequently speaks on topics ranging from the state of the capital markets to alternatives available to companies in transition. His insightful articles have appeared in leading business publications including the *Dow Jones Daily Bankruptcy Review*, *Philadelphia Business Journal* and *Financier Worldwide*.

Mike serves on the Board of Trustees for the Turnaround Management Association (TMA) Global and previously served as President of the Philadelphia Chapter of the TMA. He was named to *Turnarounds & Workouts* "People to Watch 2019" list, which recognizes leading restructuring professionals in the United States.

### Education:

- University of Michigan, B.A.

### Published Articles

- "The Benefits Of Killing Zombies," *Dow Jones Daily Bankruptcy Review* (April 2010)
- "Retailers And Their Fight For Survival," *Financier Worldwide* (July 2009)
- "Maneuvering Through the Complex World of Cross-Border Distressed Transactions," *Financier Worldwide*
- "The Changing Face of Distressed Debt in the U.S. Middle Market," *Financier Worldwide*



## SSG Investment Banking Professionals – Matthew P. Karlson



Matthew P. Karlson  
Managing Director

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Matthew P. Karlson is a founding partner and Managing Director of SSG Capital Advisors. Matt is a senior banker responsible for managing investment banking transactions and client relationships across all SSG service offerings. He has extensive experience providing financial advisory services to companies facing financial challenges and bankruptcy proceedings. He has completed over 50 financial restructuring transactions including the private placement of senior debt, subordinated debt and equity securities as well as mergers and acquisitions. Prior to founding SSG, he served as a Vice President in the Special Situations Group of Berwind Financial.

Past clients include publicly traded, privately held and family owned companies in manufacturing, service, retail, telecommunications and healthcare.

Matt is a member of the American Bankruptcy Institute, the Association for Corporate Growth and the Turnaround Management Association.

### Education:

- Yale University School of Management, M.B.A.
- Brown University, B.A.

### Published Articles

- “Preventive Maintenance by Private Equity Funds Can Provide More Options When Portfolio Companies Fall Short,” *Financier Worldwide* (March 2010)
- “Lenders Remedies in the Current Economic Climate: the State of Global M&A and Restructuring,” *Financier Worldwide* (March 2010)

## SSG Investment Banking Professionals – Teresa C. Kohl



**Teresa C. Kohl**  
Managing Director

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Teresa C. Kohl is a Managing Director for SSG Capital Advisors and is responsible for originating and leading investment banking transactions. She has completed over 200 restructuring matters including refinancing and sale transactions for middle market companies in bankruptcy proceedings and out-of-court workouts. Prior to her transition to investment banking, she led financial and operational restructuring engagements for boutique advisory firms.

Past clients include publicly traded, privately held, private equity sponsored and family-owned companies in the healthcare, retail, manufacturing, building products and financial services industries. Teresa is a frequent speaker on financial and operational restructuring issues, bankruptcy, and special situation transactions, as well as a contributing author to the Norton Journal of Bankruptcy Law and Practice.

She is a Fellow of the American College of Bankruptcy and has served on the Board of Directors of the American Bankruptcy Institute. She has served on the board and in leadership positions of the Turnaround Management Association (TMA Global) where she was the first woman to lead TMA's largest global chapter (New York City) as President and co-founded TMA Global's Network of Women. She is the immediate past Board Chair of Living Beyond Breast Cancer, a national non-profit organization that connects people with trusted breast cancer information and a community of support. She is a member of the Association of Insolvency and Restructuring Advisors, INSOL International, the International Women's Insolvency and Restructuring Confederation, and The Forum of Executive Women. She serves on the steering committee of the Eastern District of Pennsylvania Bankruptcy Conference, and as a mentor for the American Bankruptcy Institute's (ABI's) Diversity and Inclusion Working Group Mentoring Program.

Teresa was inducted into The M&A Advisor Hall of Fame (2024) and has received numerous awards, including The M&A Advisor's 2024 Leadership Award, the TMA NOW (Network of Women) – Philadelphia/Wilmington Chapter inaugural Ladder Award (2024), the Global M&A Network's SHE for SHE Leader Award (2022), Top 25 Restructuring Professional-Investment Banker by the Global M&A Network (2022), The M&A Advisor's Distressed M&A Dealmaker of the Year Award (2021, 2019), and TMA Global's Outstanding Individual Contribution Award (2017). In addition, she was named a U.S.A. Top Women Dealmaker by the Global M&A Network (2019).

### Education:

- Villanova University, B.S., Alpha Sigma Lambda

### Published Articles

- "Prepping for the 'Perfect' Pitch," *ABL Advisor* (Dec 2015)
- "A Volatile Recovery: The Capital Markets for 2012," *Journal of Corporate Renewal* (Oct 2012)

## SSG Investment Banking Professionals – Neil Gupta



Neil Gupta, CFA  
Managing Director

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Neil Gupta is a Managing Director at SSG Capital Advisors. Neil works with investment banking clients on a wide range of special situations transactions, including mergers and acquisitions, divestitures, recapitalizations and private placements of both senior and subordinated debt and equity. His responsibilities include buyer and investor relationship management, strategic advisory and overall management of the deal process. Prior to joining SSG, he advised the U.S. Treasury on its investment in the Troubled Asset Relief Program (TARP) as a research analyst at Piedmont Investment Advisors. He also worked as a consulting actuary in the group benefits and health care practice at Watson Wyatt Worldwide.

Past client engagements include publicly traded, privately held, private equity sponsored and family-owned businesses across a broad range of industries.

Neil is a CFA Charterholder and holds a Certification in Distressed Business Valuation (CDBV). He is a member of the American Bankruptcy Institute, the Association for Corporate Growth and the Turnaround Management Association. He also serves on the Board of Directors of the Philadelphia Chapter of the TMA and the Board of Directors for the Consumer Bankruptcy Assistance Project.

Neil received The M&A Advisor's 8th Annual Emerging Leaders Award in 2017 and was included in the prestigious 2018 Top 50 Americas Rising Dealmaker list by the Global M&A Network. In addition, he was named to the 2021 American Bankruptcy Institute's 40 Under 40 program, and to People to Watch 2022: Business Professionals Making Their Mark by *Turnarounds & Workouts*.

### Education:

- University of North Carolina Kenan-Flagler Business School, M.B.A.
- Johns Hopkins University, B.S.