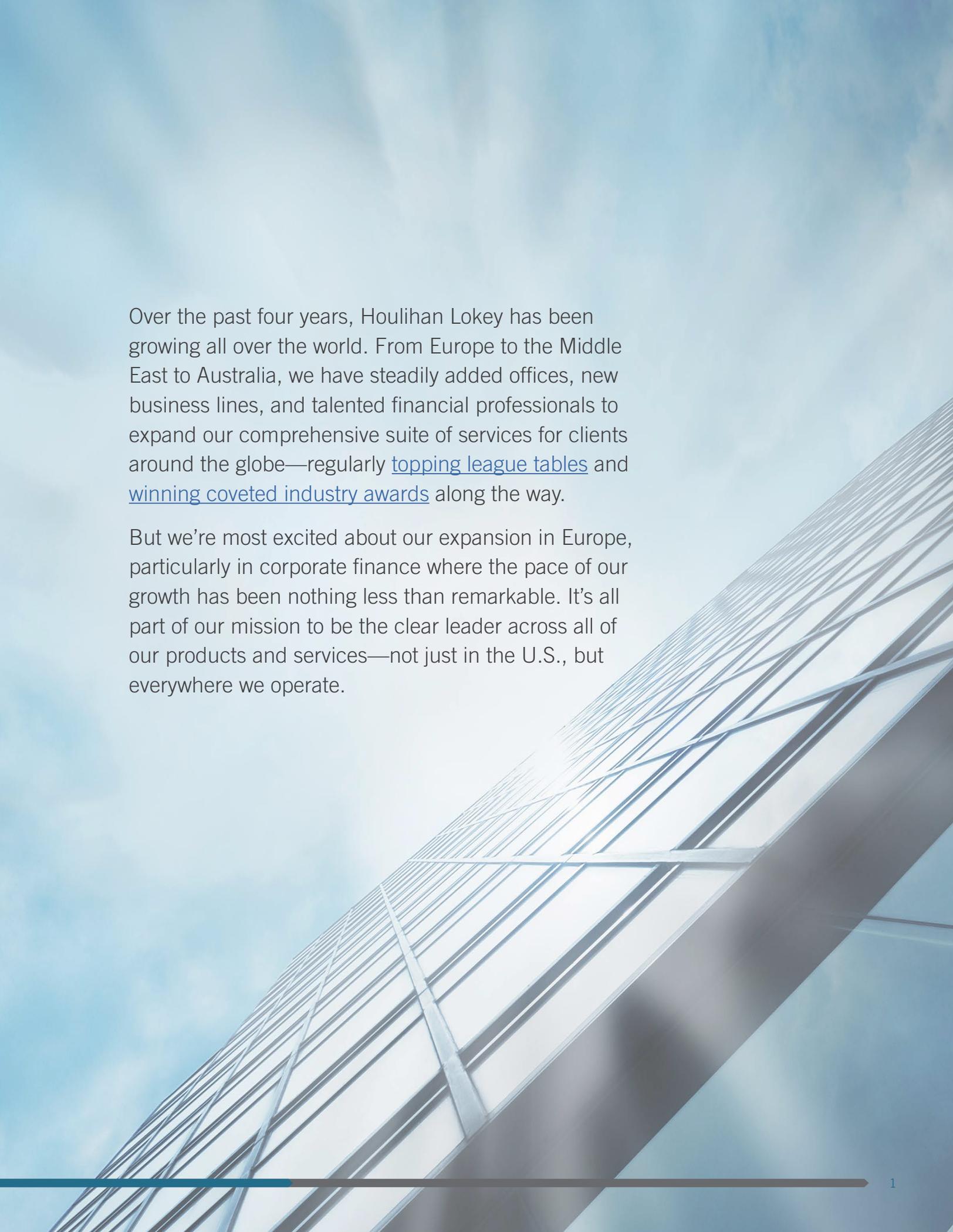




HOULIHAN LOKEY

WHAT'S THE FASTEST GROWING INVESTMENT BANK IN EUROPE?

The Answer Might
Surprise You.



Over the past four years, Houlihan Lokey has been growing all over the world. From Europe to the Middle East to Australia, we have steadily added offices, new business lines, and talented financial professionals to expand our comprehensive suite of services for clients around the globe—regularly [topping league tables](#) and [winning coveted industry awards](#) along the way.

But we're most excited about our expansion in Europe, particularly in corporate finance where the pace of our growth has been nothing less than remarkable. It's all part of our mission to be the clear leader across all of our products and services—not just in the U.S., but everywhere we operate.

Unprecedented Growth in Europe

175

Bankers

More than 750% growth in 4 years

155

Mandates

More than 740% increase over 5 years

6X

Increase in the number of dedicated financial sponsor coverage officers in Europe since 2016

€7B

Committed debt financing arranged over the past 2 years

4

Significant Acquisitions

McQueen, Leonardo & Co., Quayle Munro, and BearTooth since 2014

A simple goal: To be **No. 1** in all businesses and markets.

Our corporate finance growth strategy in Europe and around the world is simple: To replicate our decades-long leadership in financial restructuring, establishing Houlihan Lokey as the [leading corporate finance advisor](#) and the [leading financial restructuring advisor](#) in every single market.

It is doubtless a tall order. With more than 200 professionals, our Financial Restructuring business is the largest of its kind among any investment banking firm in the world, having advised on more than 1,000 transactions over the past three decades with aggregate debt claims in excess of \$2.5 trillion. By dedicating resources and expertise to each restructuring situation and applying our deep knowledge of each country or region's specific legal and regulatory framework, we aim to ensure a superior outcome for our clients in every jurisdiction.

A clear testament to our Financial Restructuring Group's success in every geography is our long record of industry accolades, including winning [Global Restructuring House](#) in *International Financing Review's* annual awards—long considered the gold standard in financial services awards—a record five times since the award's inception in 2009, including back-to-back wins the past two years. In a more recent recognition of our expertise and success in jurisdictions around the world, Houlihan Lokey swept three regional categories in *The Banker's* May 2019 Deals of the Year, winning the Restructuring Deal of the Year award for the Asia-Pacific region (Noble Group), the Americas (Pacific Drilling), and the Middle East (Dana Gas).

Clearly we have work to do, but nothing worth doing is ever easy. Our goal for our Corporate Finance business is clear: We want to be the leading mid-cap advisory firm around the world, [as we are in the U.S.](#), bringing our broad [industry expertise](#), depth of [financial sponsor relationships](#), and long track record of success in accessing and arranging [private capital solutions](#).

200+

Financial restructuring professionals—

the largest of its kind among any investment banking firm in the world.



Advised on
1,000+
transactions over the
past three decades
with aggregate debt
claims in excess of
\$2.5T

Building on established businesses to replicate a winning corporate finance model—and adding new services along the way.

INDUSTRY COVERAGE: Via the four strategic acquisitions and new hires, we've added a dozen new sectors to our coverage capabilities in Europe. Our acquisition of McQueen Limited in 2015 added food and beverage, leisure and gaming, and retail and consumer services, adding sector coverage on a scale that was immediately comparable to our market-leading [Consumer, Food, and Retail](#) business in the U.S. The acquisition of boutique investment bank Quayle Munro in January 2018 added substantial [financial institutions](#) expertise and added a wholly new capability in [data and analytics](#), a cutting-edge sector that permeates industries worldwide. And a series of key hires over the past few years added experienced bankers with expertise in [business services, metals, paper and packaging, and chemicals](#), just to name a few.

CAPITAL MARKETS: Following the successful build-out of our [Capital Markets Group](#) in the U.S., we quickly moved to replicate that model in Europe, hiring officers in London, Madrid, and Milan who possess the market relationships and transaction expertise in alternative capital to deliver our European clients the same bespoke private capital solutions that our U.S. clients enjoy. With five professionals in Europe and more than 40 worldwide, Houlihan Lokey's Capital Markets team is among the largest of its kind in financial services.

FINANCIAL SPONSORS: As [PitchBook's No. 1 U.S. private equity advisor](#) four years running, we are relentlessly committed to maintaining our strong relationships with more than 850 private equity firms, 200 hedge funds, and 100 family offices around the world. To that end, we have doubled our senior coverage team within the European Financial Sponsors Group in the past year, from three in London to six professionals based in London, Madrid, Frankfurt, and Milan, and the group has grown 500% since June 2015.

However, in working with our sponsor clients and addressing their needs, we noticed a missing piece of the puzzle. Our [2018 acquisition of BearTooth Advisors](#), an independent advisory firm providing strategic advisory and placement agency services, substantially enhanced our service offering for financial sponsors and other alternative investment managers. This new [Private Funds Group's](#) unique combination of agency and in-house operating experience delivers compelling strategic alternatives to legacy agency options and further enhances our service offering for the private equity universe.

Top 10 Most Active Global M&A Advisor

Source: Thomson Reuters

2018 M&A Advisory Rankings All U.S. Transactions

Advisor	Deals
Houlihan Lokey	207
Goldman Sachs & Co.	197
JP Morgan	154
Morgan Stanley	135
Jefferies LLC	117

2018 Global Distressed Debt & Bankruptcy Restructuring Rankings

Advisor	Deals
Houlihan Lokey	172.8
PJT Partners Inc.	151.9
Moelis & Co.	147.2
Lazard	109.8
Rothschild & Co.	75.2

Source: Thomson Reuters

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Houlihan Lokey (NYSE:HLI) is a global investment bank with expertise in mergers and acquisitions, capital markets, financial restructuring, and valuation. The firm serves corporations, institutions, and governments worldwide with offices in the United States, Europe, the Middle East, and the Asia-Pacific region. Independent advice and intellectual rigor are hallmarks of the firm's commitment to client success across its advisory services. Houlihan Lokey is ranked as the No. 1 M&A advisor for all U.S. transactions, the No. 1 global restructuring advisor, and the No. 1 global M&A fairness opinion advisor over the past 20 years, according to Thomson Reuters. For more information, please visit www.HL.com.

Dedicated Industry Expertise

Business Services
Consumer, Food, and Retail
Data and Analytics
Energy
Financial Institutions
Healthcare
Industrials
Real Estate, Lodging, and Leisure
Technology, Media, and Telecom

But don't take our word for it ...

We could not be more excited about our growth in Europe and around the world, and we are more prepared than ever to provide unmatched access to a genuinely comprehensive suite of services to help you thrive in any industry, country, or credit cycle. Our acquisitions and new hires have expanded our geographic footprint, breadth of service offering, and industry coverage capabilities.

But it's nice when others take notice, too. In January 2019, *The Banker* recently named Houlihan Lokey [Highest Climber by Rank](#) in an annual survey of the top 500 global banking brands, citing our independence, intellectual capital, and growth in—you guessed it—Europe. That same month, "[Houlihan Lokey more than doubles profits in Europe](#)" ran as a headline in *Financial News*, with the publication highlighting our acquisitions, geographic expansion, and plans to



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move into a new office in London where we will soon house more than 250 employees—a sure sign of our commitment to the region, no matter what the future holds.

As Europe continues to evolve along with the rest of the world, credit cycles ebb and flow, and the pace of change accelerates, our intellectual capital and thoughtful, caring advice will help you achieve superior outcomes no matter the opportunity or challenge. Because in the end, all this growth and success is really only about two things: your growth and success.

Contact Our European Team:

[France](#) • [Germany](#) • [Italy](#) • [Netherlands](#) • [Spain](#) • [United Kingdom](#)



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