

Biography:

JAMES MASSEY

SENIOR MANAGING DIRECTOR



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Mr. Massey joined GlassRatner in 2016 to help build the newly opened GlassRatner Southwest Regional Dallas office. He has more than 27 years of experience in providing Investment Banking and Financial Advisory Services and has been involved in over 750 transactions whereby Mr. Massey's engagement deliverables and supporting financial analysis has helped facilitate business merger and acquisitions (both public and private companies) and has supported positions of fairness and solvency to Boards of Directors or Special Committees and has provided financial valuation opinions and analysis which have been provided to and relied upon by Trustees, Corporate Executives, Pension Funds, Private Equity and Hedges Funds, Law Firms, Regulators and Minority /Majority shareholders within a wide array of Industry sectors.

Mr. Massey has held leadership positions within some of the top Investment Banking firms in the world which include Goldman Sachs & Company, was the founder and head of the Houlihan, Lokey, Howard & Zukin Dallas office and also lead the Duff & Phelps Dallas office as City Leader.

Listed below are examples of representative roles and engagements:

- Represented various private companies in sell-side engagements, which maximized shareholder liquidity objectives either through an outright sale, recapitalization, or ESOP structured transaction.
- Lead the engagement team which was retained by the Puerto Rican Government and successfully sold a government owned entity as part of the Government's desire to privatize certain infrastructure assets.
- Represented numerous companies in providing fair market valuation opinions and financial analysis pertaining to going concern business enterprises, fixed and intangible assets, minority and control equity interests for a variety of corporate planning purposes, Specific intangible asset valuation experience includes computer software, contracts, patents, trademarks and propriety technology and non-compete agreements.
- Provided litigation support services in a large litigation engagement which included the financial valuation analysis of two foreign companies and analysis of the process undertaken to arrive at the purchase price paid.
- Provided shareholder liquidity alternatives, analysis and recommendations to the majority shareholders of an Energy Sector company that was exploring alternatives to maximize shareholder value. The scope of engagement included providing financial valuation analysis and structure alternatives/recommendations in order for the majority shareholders to make an informed decision on the best course of action.

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- Retained by numerous Special Committees/Board of Directors to render Fairness Opinions pertaining to specific buy-side or sell-side transactions undertaken by the Board in a variety of industry sectors.
- Retained by one of the largest institutional pension funds in the country to assist in the development of a new “best practice” valuation policy for their illiquid asset investment portfolio that was ultimately adapted by the Board of Trustees of the fund.
- Provided financial advisory services and valuation analysis to a large, Texas based high net worth family office as they reorganized their entire investment holdings into various new entities for estate planning purposes.
- Advised the Board of Directors of a publicly- held retail company on strategic alternatives available in the context of a hostile takeover attempt by two hedge funds competing for control.

Mr. Massey received his B.S. in Business Administration and Finance from the University of Western Kentucky and is licensed with the Securities and Exchange Commission through the NASD as a Registered Securities Representative (Series 63 and 65 Investment Advisor designation). Jim founded both the Dallas and Houston business Forums, previously served on the National Finance Committee for The National ESOP Association in Washington D.C., and is a board advisory member for The Children’s Fund, Dallas, Texas.