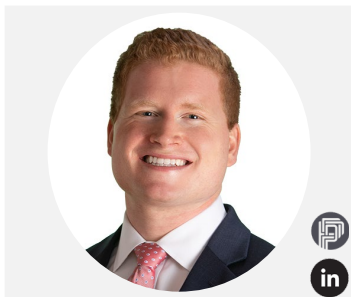


# Conor Kinasz

*Vice President*



## Education & Certification

- BBA Finance – Mendoza College of Business at the University of Notre Dame
- Series 79 & 63 Certified

Conor joined Portage Point in 2020 and currently serves as a Vice President, where he provides advisory services on both restructuring and performance improvement engagements. His primary responsibilities include conducting financial and operational analysis, developing key performance indicators, supporting value creation initiatives, constructing 13-week cash flows, analyzing working capital assessments and assisting in the overall implementation of value maximization strategies

At Portage Point, Conor has represented clients across a wide array of industries, including retail, financial services, healthcare, facility management and diversified industrials. Most recently, Conor supported the redesign and implementation of Flores & Associates, a third-party administrator of employer benefit programs, sales organization transformation. Conor identified opportunities for sales network penetration through unique sales strategies, call guides and KPI dashboards for each target group. Currently, Conor is advising a jewelry retailer through the construction and management of 13-week cash flows, heightened liquidity management and vendor communications / management while preparing for Chapter 11.

Prior to Portage Point, Conor was a Private Equity Associate at Waud Capital Partners where he was responsible for evaluating, analyzing and performing due diligence on new investments and monitoring portfolio companies in the Healthcare industry. While at Waud Capital Partners, Conor closed two platform acquisitions and a total of twelve add-on acquisitions. He was integral in the formation and integration of multiple geographic platforms, and his responsibilities

included creating detailed financial models to assess potential value creation as well as conducting due diligence processes to uncover and critique operational synergies for new acquisitions

Conor was responsible for two portfolio companies: the largest independent gastrointestinal physician practice in the United States and an integrated veterinary start-up. He worked closely with management at both companies to construct detailed site-by-site monthly budgets and forecasts, establish predictive demand models to project volume ramp rates and develop 13-week, 26-week and monthly cash flow forecast models to assess immediate and continued liquidity needs and budget capital allocations. Overall, Conor evaluated and executed on the acquisition of over \$37 million in EBITDA between the two companies

Previously, he was an Analyst in the Mergers & Acquisitions Investment Banking group at Citigroup where he provided analytical support on mergers, acquisitions, leveraged buyouts, financings and other financial advisory services. At Citigroup, he focused on the automotive, diversified industrials, metals and mining and specialty chemicals industries

Conor graduated Summa Cum Laude with a Bachelor of Business Administration from the Mendoza College of Business at the University of Notre Dame and was a member of the Varsity Cheerleading squad and the Wall Street Club. Conor is Series 79 and 63 certified



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