

Nathan Barba

EXPERIENCE

Invictus Growth Partners – San Mateo, CA

June 2023 – October 2023

Investment Associate (Lower Middle-Market B2B SaaS)

- Facilitated the execution of investments, including due diligence, financial modeling, and coordination with advisors, and produced materials for our limited partners, including investment memoranda
- Supported portfolio companies, such as raising debt or evaluating M&A opportunities, and tracked quarterly financials and KPIs, monitoring fund performance and reporting to our limited partners
- Sourced investment opportunities through networking and leveraging industry relationships
- Select Investment Experience:
 - Project Monitor (*LBO*): UCaaS/CCaaS monitoring platform – *cancelled post-LOI*
 - Project Knight (*Bolt-On Acquisition*): sales channel enablement platform – *LOI submitted*

Houlihan Lokey – San Francisco, CA

February 2021 – June 2023

Investment Banking Analyst (Technology Group)

- Provided strategic advice, growth financing, and M&A solutions to corporations across technology sectors
- Collaborated directly with executives and board members to produce marketing materials, determine optimal business highlights and messaging for investors, manage data rooms, and build operating, valuation, capitalization, and funds flow models to support negotiations
- Contributed to client sourcing by evaluating public and private opportunities, analyzing investor activity, and producing outreach decks for verticals across software to foster industry relationships
- Select Transaction Experience:
 - DriveWealth (*Series D Financing*): raised \$450m in primary and ~\$300m in secondary financing at a \$2.85bn post-money valuation in a round led by Insight Partners and Accel, with additional investment from SoftBank, Point72 Ventures, and other blue-chip investors – *October 2021*
 - Project Cheetah (*Series D Financing*): prepared a FinTech business (valued in its prior round at \$2.0bn+) to go-to-market for a ~\$500m raise – *process put on hold due to poor market conditions*
 - Project Redwood (*Sell-Side M&A*): ~\$50m real estate technology company – *cancelled post-LOI*

GCA Advisors, LLC – San Francisco, CA

Summer 2020

Investment Banking Summer Analyst (Technology Group)

- Provided live deal support for sell-side engagements, including data room management, due diligence support, marketing materials preparation, and financial modeling

EDUCATION

University of Southern California – Los Angeles, CA

December 2020

Master of Science in Finance, Marshall School of Business

- GPA: 3.88/4.00, GMAT: 750 (41V, 50Q)
- Managed the general MSF program email to guide prospective applicants through the onset of COVID-19, assessed hundreds of video interviews and provided input to the admissions team as a student worker

University of Southern California – Los Angeles, CA

December 2020

Bachelor of Science in Chemical Engineering, Viterbi School of Engineering

- GPA: 3.81/4.00 (Magna Cum Laude)
- Dean's List x7 (all applicable semesters), Dean's Scholar (25% tuition reduction)
- USC Colachis Scholarship (2017, 2018) and Gregory Scholarship (2019): \$5,000 and \$7,000 reduced tuition, respectively, for high-achieving students in the Viterbi School of Engineering

OTHER EXPERIENCE & QUALIFICATIONS

- Finance Chair of USC Graduate Chemical Engineering Student Association (*May 2019 – November 2020*)
- U.S. Air Force Excellence in Math and Science (*2016*); American Chemical Society Award (*2016*)
- **Licenses:** Series 63, Series 79, Securities Industry Essentials (SIE)
- **Skills:** M&A, Private Placements, Financial Modeling, Valuations, Microsoft Office, SaaS Analyses
- **Interests:** College Football, Soccer, Reading, Video Games, Exercise, Coffee