

Kevin Cassidy

SeatonHill Partner

CORE COMPETENCIES

Cannabis • M&A • Turnarounds • Controls and Processes • IPO • Organizational Development & Growth • Mentor and Coach • Board Member • Strategic Planning • Regulatory Compliance • Exit Strategies • Business Valuation • Financial Reporting • Private Equity

EXECUTIVE PROFILE

Kevin Cassidy is a partner in the New York office of SeatonHill. He is an accomplished senior financial executive with over 30 years serving both public and private companies, in addition to boards of directors where he has prepared and presented numerous strategic plans. He has extensive experience in cannabis, CPG, F&B, and manufacturing. Kevin's core focus will be to leverage his M&A and cannabis background to provide strategic guidance to cannabis organizations and to establish a Northeast cannabis chamber of commerce. Key skills include cannabis business planning, M&A, refinancing, and turnarounds, where he played an active role in a multitude of acquisition and restructuring efforts. He also led IPOs for various technology companies. Kevin is an adjunct professor at Fairfield University where he teaches financial and cost accounting. Key examples include:

Moody's Investors Service: As **VP and Senior Credit Officer**, Kevin developed and managed a credit analysis team that issued high yield, distressed debt, and investment grade ratings totaling over \$250 billion. Industry focus was on Cannabis, CPG, F&B, Retail, Manufacturing, and Tobacco that included companies ranging in revenue from \$25 million to \$25 billion. He was fully involved in all aspects of credit analysis specific to M&As, IPOs, restructurings, and turnarounds. Kevin prepared EBITDA reconciliations, summary research, financial projections, and cash flow analysis. He also reviewed IFRS and financial reporting, technical accounting, capital structures, debt and equity offerings, liquidity profiles, audit reports, and SEC filings. He created Moody's "Loss Given Default" notching debt security model and methodology and was also the author of Moody's well-read refinancing report, which provided invaluable guidance to businesses during the economic downturn.

KPMG, New York, NY: As a **Senior Manager** for this leading professional services firm providing audit, tax, and advisory services, Kevin managed 10 technology audit clients where he led M&A transactions, quarterly reviews, annual audits, and IPOs. While in the firm's national office he also provided technical advice on complex accounting topics such as business combinations, restructuring, debt, SEC issues, international accounting standards, revenue recognition, and stock compensation.

Nyfix Systems Inc.: As **CFO and VP of Finance**, Kevin managed a staff of 15 individuals and was responsible for all financial operations and accounting functions. He managed \$50 million in debt funded acquisition, and prepared consolidated financial statements, board level presentations, and income tax returns in multiple jurisdictions. Kevin also managed the company's SAP implementation.

EDUCATION & CERTIFICATIONS

BA in Accounting • Le Moyne College, Syracuse, NY

Certified Public Accountant • Active

CFA • Passed Level 1 Exam



EXECUTIVE EXPERIENCE

Moody's Investors Service [2002-2020]
VP, Senior Credit Officer

KPMG, New York, NY [1998-2002]
VP Accounting

Nyfix Systems Inc. [1997-1998]
CFO

CONTACT

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