

Sandra Thompson

Investment Banking

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Profile

Managing Director and Head of Financial Institutions M&A with 22 years of advisory experience across banks, insurance, and asset management. Closed 60+ transactions totaling \$94B in announced deal value, including 4 transformative bank mergers north of \$5B each. Lead a 24-person execution team across Boston and New York.

Professional Experience

Managing Director, Head of FIG M&A | Pemberton Sage & Co., Boston, MA **2018 – Present**

- Built FIG M&A practice from 6 to 24 bankers; group revenue grew from roughly \$22M to \$71M in annual fees.
- Lead advisor on the \$8.4B merger-of-equals between two regional banks, the largest US bank deal of 2022 by deposits.
- Personally originate 60% of group mandates through C-suite and board relationships at 40+ depository and insurance clients.
- Chair the firm's Fairness Opinion Committee and sit on the Investment Banking Operating Committee.
- Recruited 9 senior bankers from competing firms over 5 years, including 3 MDs and 2 Senior VPs.

Managing Director, FIG Investment Banking | Trenton Vaux Partners, New York, NY **2012 – 2018**

- Closed 22 transactions including a \$6.2B insurance carrier acquisition and three bank holding company sales.
- Built and led the firm's bank capital advisory effort, raising \$3.1B in sub debt and preferred capital for community and regional banks.
- Anchor relationship banker for 12 board-level clients with combined assets over \$400B.
- Sponsored 4 Associates to VP promotion and 2 VPs to Director.

Director, Financial Institutions Group | Trenton Vaux Partners, New York, NY **2008 – 2012**

- Executed 18 announced transactions through the financial crisis, including 5 FDIC-assisted bank acquisitions.
- Co-led the firm's response to TARP-related advisory work for 11 publicly traded banks.
- Promoted to Managing Director in early 2012 after leading two top-5 FIG deals by fees.

Vice President, M&A | Holloway Drake Securities, New York, NY **2003 – 2008**

- Executed 16 transactions across FIG and Diversified Industrials; rotated into FIG full-time in 2005.
- Promoted to VP in three years; promoted to Director in 2008.
- Led the analyst training program for the firm's incoming class of 35 analysts in 2007.

Education

MBA, Finance, The Wharton School, University of Pennsylvania, 2003

BA, Economics, magna cum laude, Williams College, 1999

FINRA Series 7, 63, 79, and 24 licenses (active)

Key Skills

- Financial Institutions M&A advisory (banks, insurance, asset management)
- Merger-of-equals structuring and social-issue negotiation
- Bank capital raising (sub debt, preferred, common equity)
- Fairness opinions and board-level advisory
- Bank regulatory frameworks (Federal Reserve, OCC, FDIC, state insurance)
- Pro forma EPS accretion/dilution and TBV earnback modeling
- Origination and C-suite/board relationship management
- Sell-side and buy-side execution leadership
- Team building, recruiting, and senior banker development
- FDIC-assisted transactions and distressed bank resolutions
- Insurance carrier valuation (life, P&C, specialty)
- P&L management and investment banking practice leadership