



## **Needham & Company Makes Key Appointments in Institutional Equities**

New York, NY, April 18, 2016 -- Needham & Company, LLC, a privately held, full-service investment bank, is pleased to announce the addition of several key sales, trading and capital markets professionals, highlighting the Firm's commitment to growing a differentiated institutional equities franchise.

### **Institutional Sales Hires:**

Greg Giannakopoulos recently joined the Firm as Head of Institutional Sales and is a member of the Firm's Operating and Commitment Committees. Greg is responsible for leading the delivery of Needham's research, corporate access, and investment banking services to the Firm's institutional clients. Greg brings 16 years of capital markets and equity sales production and leadership experience from Raymond James and Deutsche Bank. Greg earned his undergraduate degree from Princeton University and his Juris Doctor degree from the University of Richmond, T.C. Williams School of Law. Greg is based in New York and reports to John J. Prior, Jr., President and CEO of Needham & Company.

Eric Ritter joins the Firm as a Managing Director in Institutional Sales and will be responsible for growing the Firm's institutional relationships with hedge funds domestically with a focus on New York and Connecticut. Eric brings 15 years of capital markets and institutional sales experience to the Firm and joins from Deutsche Bank, where he was most recently responsible for leading the firm's middle markets sales effort domestically. Eric has long-standing relationships with investment and trading professionals at both emerging and established buy side institutions. Eric began his career at Jefferies and later moved to Bear Stearns. Eric earned his undergraduate degree from The Ohio State University.

Frank Hourigan joins the Firm as a Principal in Institutional Sales, and will be responsible for growing the Firm's institutional client relationships in New York and in various regions domestically. Frank brings 18 years of industry and institutional sales experience to the Firm and joins from Sanford C. Bernstein & Co., where he spent eight years covering buy side institutions across the country. Frank began his career as a sales representative with AstraZeneca and later as a Regional Sales Manager with Neurocrine Biosciences. Frank earned his undergraduate degree from the University of Scranton and his Master of Business Administration from St. Joseph's University.

David Newcomb joins the Firm as a Principal and Institutional Healthcare Sector Sales Specialist. David will be responsible for growing the Firm's institutional client relationships with healthcare and life sciences accounts. David brings 22 years of industry and institutional sales experience to the Firm and joins from Goldman Sachs, where he covered buy side institutions. Prior to Goldman Sachs, David spent eight years with Deutsche Bank as the firm's Healthcare Sector Sales Specialist. Prior to that, he worked at Leerink Partners and Bear Stearns and began his career

as a sales representative with Eli Lilly. David earned his undergraduate degree from Bucknell University and his Master of Business Administration in Finance from NYU's Stern School of Business.

Eric Ritter, Frank Hourigan and David Newcomb will be based in New York and will report to Greg Giannakopoulos, Head of Institutional Sales.

#### **Trading and Sales Trading Hires:**

Joseph Radic recently joined the Firm as a Managing Director in Trading. Joe brings over 20 years of trading experience to the Firm, including the last 13 years at Sanford C. Bernstein & Co., where he most recently led the firm's small cap trading effort. Joe began his career at NDB Capital Markets, and he earned his undergraduate degree from St. John's University. Joe is based in New York and reports to John Lazo, Head of Trading.

Albert Aguiar recently joined the Firm as a Managing Director in Sales Trading and will be the Small Cap Specialist. Albert brings 20 years of industry experience to the Firm and joins from Sanford C. Bernstein & Co. Prior to Sanford Bernstein, Albert was responsible for developing the Small Cap sales platforms at both Nomura Securities and UBS and helped launch the Small Cap Desk at Merrill Lynch. Albert earned his undergraduate degree from Brooklyn College and is a Chartered Financial Analyst. Albert is based in New York and reports to Sean Dwyer, Head of Sales Trading.

#### **Capital Markets Hire:**

Carolyn Horn joined the Firm in October 2015 as a Vice President in Healthcare Capital Markets. Carolyn will play a key role in expanding the Firm's footprint in the Healthcare market, working closely with both the Firm's corporate clients and with the Firm's Investment Banking and equities professionals across the Equity Research, Institutional Sales and Trading groups. Previously, Carolyn was a Healthcare Specialist at JMP Securities and spent several years at the Biotechnology Industry Organization in Washington DC, where she led Investor Relations and Business Development. Carolyn earned her undergraduate degree from Washington University in St. Louis. Carolyn is based in New York and reports to Andy Malik, Chairman of Needham & Company and Head of Capital Markets.

#### **About Needham & Company, LLC**

Needham & Company, LLC, a wholly owned subsidiary of The Needham Group, Inc., is a privately held, full-service investment bank that has focused exclusively on growth companies since its founding 31 years ago. It provides its clients with the resources to achieve their financing and strategic objectives. The Firm has capital raising expertise in IPOs, follow-on public equity offerings, confidentially marketed equity offerings, private placements, and in mergers and acquisitions, and corporate and venture services (including share repurchases). In addition to investment banking, Needham & Company LLC's activities include institutional sales and trading, and asset management. To serve its institutional clients, Needham & Company, LLC produces comprehensive equity research on more than 325 companies in communications and enterprise infrastructure; healthcare; industrial technology; Internet, entertainment and consumer; semiconductors and semiconductor equipment; and software and services, and makes a market in over 600 stocks. The Firm is headquartered in New York City with offices in Boston, MA; Chicago, IL; Menlo Park, CA; and San Francisco, CA. Needham & Company, LLC is a member of FINRA & SIPC. For more information, please visit [www.needhamco.com](http://www.needhamco.com).

#### **Media Contact:**

Tucker Hewes, Hewes Communications, Inc. (212) 207-9451 [tucker@hewescomm.com](mailto:tucker@hewescomm.com)