



## **Needham & Company, LLC Continues to Expand Its Institutional Equities Presence with Additional Key Appointments**

NEW YORK – March 2, 2017 – Needham & Company, LLC is pleased to announce the addition of key research, sales and sales trading professionals in Health Care Services Research; Boston Equity Sales; Corporate Access Origination & Client Strategy; Event-Driven, Special Situations & Merger Arbitrage Sales; and Sales Trading. These professionals highlight the Firm’s commitment to growing a differentiated institutional equities franchise.

### **Kevin Caliendo, Health Care Services Equity Research**

Kevin Caliendo, Managing Director, recently joined the Firm. He brings 20 years of Wall Street experience, primarily on the buy-side, analyzing and investing in the health care industry. Kevin spent the past two years at Deimos Asset Management as a portfolio manager. Prior to that, Kevin was a health care portfolio manager at SAC Capital, FrontPoint Partners, and Clearbridge Advisors. He earned his Bachelors of Science degree in Journalism from Boston University in 1993, and sits on the Dean of the College of Communication’s Advisory Board.

### **Patrick Malloy, Boston Institutional Equity Sales**

Patrick “Pat” Malloy, Managing Director, has joined to lead the Boston equity sales effort. Pat spent the past seven years at UBS as a senior producer, and nearly four years previously at Cowen and Company. Prior to that, Pat spent two years as an equities trader at Longwood Investments. Pat received his BA from Trinity College in History, and he was Captain of the school’s National Championship Squash Team in 2004.

### **Erika Olsen, Corporate Access & Client Strategy**

Erika Olsen, Principal, recently joined to lead the Firm’s Corporate Access efforts. Erika has nearly a decade of corporate access experience at Sterne Agee CRT, Open Exchange, Barclays, and Goldman Sachs. Erika received her BA from Arizona State University in Mass Communications & Journalism, with a Minor in Sociology.

### **Ryan Vaughan, Event-Driven, Special Situations & Merger Arbitrage**

Ryan Vaughan, Principal, joined the Firm as a Senior Analyst focusing on event-driven, special situations, distressed & post-reorganization equities. Recently, Ryan was at Third Avenue Management, and spent most of his career at Lombard Odier Asset Management. While at Lombard Odier, Ryan invested across the capital structure, focusing on the Media, Telecom, Consumer, Energy, Industrials & Power sectors. Prior to Lombard Odier, Ryan was a senior analyst in event-driven, special situations, distressed & post-reorganization equities at 3V Capital and Libertas Partners in Greenwich, CT. Ryan received his BS from Cornell University in Applied Economics & Management.

## **Greg Seaman, Equity Sales Trading**

Greg Seaman, Vice President, recently joined the Firm from Jefferies, where he provided sales trading coverage for a diverse set of clients in the New York and Connecticut regions. Prior to Jefferies, Greg spent five years as a sales trader for CapRok Capital, where he worked primarily on structured debt products. Greg received his AB from Princeton University in Politics.

Kevin Caliendo is based in New York and reports to Tom Maloney, Managing Director & Director of Research. Pat Malloy, based in Boston, and Erika Olsen, Ryan Vaughan and Greg Seaman, based in New York, report to Greg Giannakopoulos, Managing Director, Head of Institutional Sales & Sales Trading.

### **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 32 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, 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 300 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).

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