

Martin Podorsky
Vice President

PROFESSIONAL SUMMARY

Mr. Podorsky is a Vice President at Areté Capital Partners with over eighteen years of experience in private equity and credit underwriting, mergers and acquisitions, capital markets, and corporate finance strategy. Mr. Podorsky is a highly experienced finance professional who partners with operators, sponsors, hedge funds, and venture capital firms to provide innovative management consulting, strategy, and flexible financing solutions.

Prior to joining Areté, Martin was co-head of Flexport Capital, the captive finance division of Flexport Inc., a technology supply chain management and logistics company. As the Head of Credit at Flexport Capital, Martin led an international team of professionals across the sales, underwriting, portfolio management, and operations divisions servicing enterprise and high-growth SMB companies across countless industries and geographies. In addition to managing the day-to-day operations and risk management of the division, Mr. Podorsky was also responsible for cross-functional treasury and capital market activities of the firm.

Mr. Podorsky previously was a lead underwriter at LBC Credit Partners, a direct lending private credit firm. While at LBC, Martin performed extensive financial analysis, due diligence, structuring, industry research, and drafting of credit agreements for lower middle market private credit and equity investments. Mr. Podorsky successfully completed 12 investments totaling \$525M in 2020-2021 and conducted extensive diligence on over 65 transactions.

Prior to LBC, Mr. Podorsky managed a multi-billion global fixed income hedge fund within the treasury division of Google where he oversaw over 100 investment grade fixed-income positions. Martin was also responsible for generating macro portfolio positioning, yield curve posturing, and trading ideas to maximize alpha generation.

Additionally, Mr. Podorsky has previously worked as a portfolio manager within Credit Suisse AG, an investment banker within Banc of America Securities focusing on M&A within the technology, media, telecommunications (TMT) sectors, and an analyst at Octagon Credit Investors. Mr. Podorsky started his career at Bain Capital Credit in Boston.

Mr. Podorsky earned a Master of Business Administration with a concentration in Finance and Entrepreneurship from the University of Chicago Booth School of Business. Previously, Mr. Podorsky earned a Bachelor of Science degree from the Kelley School of Business at Indiana University in Bloomington, Indiana.

Martin's interests include golf and course architecture, paddle tennis, modern art, skiing, and philanthropy. Mr. Podorsky is a member of the Leadership Council of the Evans Scholars Foundation among other non-profit organizations.



PROFESSIONAL BIOGRAPHY

CAREER EXPERIENCE

ARETÉ CAPITAL PARTNERS, LLC <i>Vice President</i>	Chicago, IL 12/23 – Current
FLEXPORT INC. <i>Director, Head of Credit</i>	Chicago, IL 6/22 – 10/23
LBC CREDIT PARTNERS <i>Vice President, Underwriting</i>	Chicago, IL 9/19 – 6/22
GOOGLE LLC. <i>Head of Credit</i>	Mountain View, CA 1/15 – 2/17
CREDIT SUISSE AG <i>Vice President, Portfolio Management Group</i>	New York, NY 4/10 – 11/14
BANC OF AMERICA SECURITIES <i>Vice President, Investment Banking TMT</i>	New York, NY 9/05 – 1/09
OCTAGON CREDIT INVESTORS <i>Analyst</i>	New York, NY 8/04 – 9/05
BAIN CAPITAL <i>Analyst</i>	Boston, MA 5/03 – 8/04

SELECT COMPLETED PRIVATE CREDIT TRANSACTION EXPERIENCE

RECOVERY AUDIT & SPEND ANALYTICS CO. (Public; international)	2021
INDUSTRIAL PRECAST CONCRETE PRODUCER (Private, regional)	2021
HEALTHCARE DRUG & DELIVERY MANUFACTURER (Private, international)	2020
HVAC & PLUMBING PROVIDER TO DISTRIBUTION CENTERS (Private, regional)	2020
VETRINARY PRACTICE (Private, national)	2021

SELECT SELL-SIDE TRANSACTIONS

COMMSCOPE (\$2.65B) – Advisor to CommScope hostile acquisition of Andrew Corp. and subsequent senior secured credit facility syndication

UNISYS CORP. (\$210M) – Lead arranger of 8-year Senior Notes (2007)

CITRIX SYSTEMS (\$500M) – Advisor to Citrix Systems acquisition of XenSource (2007)

CERAGON NETWORKS (\$103M) – Lead arranger of international equity follow-on offering (2007)

EDUCATION / CERTIFICATIONS

UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS – *Chicago, IL* 2019
Master of Business Administration, concentration in Finance & Entrepreneurship

INDIANA UNIVERSITY KELLEY SCHOOL OF BUSINESS – *Bloomington, IN* 2003
Bachelor of Science cum laude in Finance, Minor in Sociology

* References Available Upon Request *