

# financo, inc.

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**For Immediate Release**

## **FINANCO NAMES COLIN WELCH PRESIDENT AND CEO**

*Global Investment Banking Executive to Lead Financo*

*Company also Promotes Karen Goodman to Chief Operating Officer*

**NEW YORK, NY – July 25, 2011** – Financo, Inc. today announced that it has appointed Colin Welch as President and Chief Executive Officer as part of its plans to expand its senior management team and global investment banking services. Mr. Welch will join the firm from Credit Suisse Securities Europe, where he served as Managing Director and Head of Europe, Middle East and Africa Retail and Luxury Goods Investment Banking. Mr. Welch will assume his Financo responsibilities in September and will be based in New York City. As part of this announcement, the Company has also appointed Karen Goodman as Chief Operating Officer. Both will work closely with Financo’s Chairman and Founder Gilbert W. Harrison in leading the investment banking firm’s future growth.

Mr. Welch brings a combined 20 years of retail and luxury goods sector investment banking and operations expertise. Throughout his career, Mr. Welch has closed over 70 transactions globally, having acted on behalf of clients including Dollar Tree, Foot Locker, The Home Depot, Michael Stores, The Neiman Marcus Group, Puma, TJX Companies, Tommy Hilfiger and The Warnaco Group.

“Colin’s knowledge of both the U.S. and European markets complements Financo’s existing expertise and enables us to provide a unique international perspective as we advise clients on cross border investment banking opportunities within the retail and merchandising sectors,” said Gilbert Harrison. “I have known Colin for more than ten years and am confident that he will be an invaluable asset to both our company and our clients.”

Prior to Credit Suisse, Mr. Welch served as Managing Director and Co-Head of Consumer & Retail Investment Banking, Europe and the Middle East at Lehman Brothers Europe Limited, and was previously employed in New York City by J.P. Morgan where he was a senior member of the firm’s retail sector investment banking coverage effort in North America. Mr. Welch also held merchandising positions at Neiman Marcus Stores.

Mr. Welch received his Masters in Business Administration from the Harvard University School of Business Administration in 1998, and his Bachelor of Business Administration, with distinction, from the University of Wisconsin, Madison in 1992.

In connection with the CEO appointment, Financo has also named Karen Goodman, a Managing Director of the firm, to the additional post of Chief Operating Officer. Ms. Goodman has been an integral part of the rapid growth and success of Financo since joining the firm in 1994.

“Karen’s exceptional relationships with our clients, and extensive knowledge of their needs for financial advisory services, have been critical to Financo’s success for more than 17 years,” continued Mr. Harrison. “We congratulate her on this promotion, which recognizes her significant contributions to our investment banking business as well as the overall operations and culture of the firm.”

**About Financo, Inc.**

Financo, Inc., headquartered in New York City, was founded in 1971. It is an independent investment banking boutique providing merger and acquisition, restructuring and other financial advisory services, along with consulting and private equity services to the global retail and branded consumer products sectors.

The Firm’s significant transaction history is concentrated in apparel, fashion, footwear, cosmetics, fragrance, e-commerce, and other merchandising-related sectors.

For more than 40 years, Financo has offered clients a unique combination of corporate finance expertise, unparalleled industry knowledge and an extensive network of senior advisors and operators from throughout the retail sector. This combination ensures that Financo delivers integrated transactional advice and operational understanding to its clients.

For additional information, please visit the company’s web site at [www.financo.com](http://www.financo.com).

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