



DAVID LOCALA

MANAGING DIRECTOR

EXPERTISE

- ✓ Mergers and Acquisitions (M&A)
- ✓ Fairness Opinions
- ✓ Business Valuation
- ✓ Venture Capital / Private Equity
- ✓ IPOs / SPACs
- ✓ Companies in the Technology Sector

EDUCATION

Harvard Business School
MBA (With Distinction)

University Of Virginia
McIntire School Of Commerce
B.S. in Finance (With Distinction)

EMPLOYMENT HISTORY

SEDA Experts
Managing Director
2024-Current

Citigroup
Managing Director and Global Head of
Technology M&A
2015 – 2022

Deutsche Bank
Managing Director and Co-Head of Global
Technology M&A
2005 – 2015

Lazard Frères
Managing Director
1998 – 2005

Montgomery Securities
Vice President
1995 – 1998

Morgan Stanley
Financial Analyst
1989 – 1993

David Locala spent his entire career of over 30 years in investment banking, with a particular focus on mergers and acquisitions and financing / capital markets transactions for companies in the technology sector. He completed over \$200 billion in transactions, including buy-side and sell-side M&A for publicly-traded and private companies, leveraged buyouts and contested transactions. In 2021, David was named to the list of “The Top 100 Harvard Business School Alumni in Finance and Investing.” He is a world-class testifying expert in valuations, corporate transactions, deal structuring, and due diligence.

David most recently served as Citigroup’s Global Head of Technology M&A, based in San Francisco. He provided M&A advice to companies in the software, semiconductor and Internet sectors, handling negotiations, valuation analysis, due diligence and other aspects of transaction origination and execution. He also served on Citi’s Fairness Opinion Committee.

From 2005 - 2015, David worked at Deutsche Bank in San Francisco, most recently as Co-head of Global Technology M&A, where he also served on the Fairness Opinion Committee. Earlier in his career, David worked in New York, Hong Kong and San Francisco in the M&A groups of Lazard, Morgan Stanley and Montgomery Securities.

David holds an MBA (with Distinction) from Harvard Business School and a Bachelor of Science in Commerce (with Distinction) from the McIntire School of Commerce at the University of Virginia, with a concentration in Finance. He serves as a director of a privately-held software company and also acts as the Chair of the Finance Council of a non-profit middle school serving students in San Francisco’s Tenderloin District.