

DALLAS BUSINESS JOURNAL 2012 BOOK OF LISTS

Largest North Texas

INVESTMENT BANKING FIRMS

Ranked by number of local investment bankers

Rank	Name Address	Telephone Fax	Local investment bankers	Local employees/ total employees	Total investment banking in 2010/ current number of transactions	Major deals involved with in year 2010	Top investment banking official(s)/ year established/ website
1	Houffman, Lokey Howard & Zuckin 202 Crescent Court, Ste. 1500 Dallas 75201	214-220-8470 214-220-1918	39	45 800+	WHD 150+	Acquisition of Sport Supply Group by ANCAT Management Partners LP; Seller's Advisor & Formerly Chairman, Endeavour-Security Term Facility; Kaiser Health Care-Senior Care Facility	Eric Lofberg, Scott Cook, Mark Egan, Brian Dunlap, Julie S. Long, Mike Griffin 1995 www.hlz.com
2	Stephens Inc. 502 Crescent Court, Ste. 600 Dallas 75201	214-258-2700 214-258-2750	25	25 WHD	WHD WHD		WHD 1933 www.stephens.com
3	Alliance Capital 5420 LBJ Fwy, Ste. 750 Dallas 75249	214-217-7737 214-217-7751	23	32 41	5500,000,000 10	Represented buyer Huntsman Corp. in the purchase of T&E Solutions; represented Public Construction in Phoenix, a major infrastructure construction, and sold the business for \$1.1B to Grupo ACS in Madrid and its major subsidiary Jorgason	David J. Mahood, David M. Lonsdale, John R. Shain 1998 www.allcap.com
4	Capital Alliance Corp. 2177 W. Stemmons Fwy, Ste. 1220 Dallas 75207	214-628-5280 214-628-8059	15	13 20	558,000,000 5	Five Knight Energy Partners purchase of Pacific Petroleum; Red Oak Capital purchase of Heaver Steel Materials Inc.; Jona HR purchase of the Hancock Management Group	Edward J. Dawson 1975 www.capall.com
4	MHC Partners LP 1000 McDermott Ave., Ste. 1250 Dallas 75201	214-661-1293 214-654-9995	15	21 25	WHD 44	Acquisition of Datacube by Cray/WHP Investments; acquisition of TelePartner; Ashbridge Learning acquisition of EducationTie.com	Mike McGill, Steven E. Terry 2001 www.mhpartners.com
4	Southwest Securities 1201 Elm St., Ste. 2100 Dallas 75201	214-859-1805	15	250 1,100	\$25,000,000 15	Sale of entrepreneur-owned energy management solutions company Site Controls LLC to Siemens AG of Germany; sale of IntelPack Inc. to Prologis Corp.	Jeff Singer 1972 www.swsl.com
7	Generational Equity 14241 Dallas Pkwy, Ste. 800 Dallas 75251	972-332-1002 972-332-1195	10	123 198	\$281,000,000 10	ES Energy, BGS Marketing, M&I Petroleum Inc., Waterbury Ventures	Brian Binkley 2004 www.generequity.com
7	GulfStar Group 700 Louisa St., Ste. 3800 Houston 77002	713-302-2500 713-302-2021	10	30 30	\$245,600,000 10	Western International Gas & Pipelines, Watten Alloy Inc., Pipeline Supply & Service	Scott Lathier 1990 www.gulfstar.com
9	Commerce Street Capital LLC 1465 Rigs Ave, Ste. 2250 Dallas 75202	214-545-6800 214-545-6850	7	44 55	\$719,500,000 75	FSL-Kueth America-Private Debt, Bane Group Co., Golden Pacific Bancorp, Regure Funding, Steele Holdings Inc., American State Bank deal	William D. "Tex" Frost, Corey Wiley 2007 www.comstreetcapital.com
9	Waterview Advisors 12201 Merit Drive, Ste. 700 Dallas 75251	469-916-3937 972-690-5403	7	13 13	WND WND	Rotronics, HUR Chemical	Larry Starks 2003 www.waterviewadvisors.com
11	Challenger Capital Group 2515 Acklenas St., Ste. 900 Dallas 75201	214-235-8605	5	8 10	WHD 5	Carzmales-Bright Truck Leasing, Prologis Investment in Foxstone, Premier Medical Holdings, Chix Packaging	Mike Barr 2003 www.challengercapital.com
11	Sapere Capital Markets Inc. 1700 Pacific Ave., Ste. 2000 Dallas 75201	214-765-1400 214-765-1414	5	30 65	WHD 765	Texas GO offer 1995, San Antonio Metal Facilities Corp. offering	Joe Warner 1983 www.saperecap.com
12	Duff & Phelps 11702 Pacific Ave., Ste. 1600 Dallas 75201	214-220-7262	5	3 10	WHD 9	Sale of Estes Inc. to Weyerhaeuser, US Services acquisition through Professional Capital; managed Passcare Operations capital raise through HGP Energy Technology Partners	John Dennis 1990 www.duffandphelps.com
12	Energy Spectrum Advisors Inc. 5950 Sherry Lane, Ste. 900 Dallas 75235	214-587-6100	5	10 11	WHD 10	Petco-Rite LLC sale of 13,576 acres of farmland in the Eagle Ford shale area; Royalty Inc. sale of Hammer Basin properties; underwritten offering acquisition of 13,000 ACPD in the K-Farms Basin	Charlie Lapierre 1997 www.energyspectrum.com
12	Energy Capital Solutions 7851 W. Howard, Ste. 410 Dallas 75201	214-319-8200	5	6 6	\$105,000,000 5	\$60 million debt recapitalization of Amplex oil and gas producer; two oil and gas asset sales totaling \$40 million	Z. August Weisberg, Scott Throckmorton 2007 www.energycapitalsolutions.com
12	Aspen Advisors 3878 N. Harwood St., Ste. 1700 Dallas 75221	214-292-0000 214-292-0011	5	10 85	WHD 10		Marc Hill 2010 www.aspenadvisors.com