MICHAEL MENDELSOHN

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Banker specializing in International Media and Entertainment Finance of Media, Film, Television, Video Games, Intellectual Property and Merchandising, sourcing and structuring over $1.8 Billion in Film Project Financing over 288 pictures, $8 billion in corporate financing of over 50 companies during 18 years of P&L Management.

SUMMARY of QUALIFICATIONS

Mr. Mendelsohn sources deals and advises major international banks, media and entertainment companies, creative talent and high net worth investors focused on entertainment, sports, internet, gaming and media transactions and are focused on cash flow positive transactions primarily in the industries of film and TV production, video games and comics, sports, gaming, and international broadcast media. Mr. Mendelsohn arranges production financing and the packaging production loans, foreign sales and creative talent for film production slates and independent film projects as well as for major entertainment media companies.

SELECTED CAREER ACHIEVEMENTS

- **Currently sources and advises on deals for banks and financial institutions** [**GE Capital**, **Bank of America,** and **Apollo Equity Partners**] on senior and mezzanine debt portfolios specialized in entertainment and international media and distressed asset workouts.
- **Sources strategic financing for corporate clients and talent agencies** [**Creative Artists Agency (CAA)**, **William Morris Endeavor Entertainment (WME)** and **International Creative Management (ICM)**] and IP based entertainment businesses, including merchandising, licensing of comic books, toys and video games.
- Successfully arranged over $1.8 Billion for **BNP Paribas** (Group Head of Media/ Entertainment) [10 Years], **Union Bank of California** (Entertainment) [5 Years] over 288 in single picture film financing and corporate entertainment, sports and new media ventures.
- **Sources strategic investors and principal capital** for media and entertainment related technology companies, including digital theatres video game developers and sports companies.
- **Arranger of film finance for independent pictures**, major Hollywood studios and producers.
- Negotiating sales and acquisitions of content library, and related media valuations.
- **Sale and acquisition of entertainment properties** including film libraries for international television companies in Europe, Middle East, India, Scandinavia, Asia and Latin America.
- **Entrepreneurial deal sourcing** with established clients and team leadership abilities, a successful track record with international contacts and resources.
- During his career as a banker, Mr. Mendelsohn has sourced, structured and placed several billions of dollars in deals in senior and mezzanine debt for France based **BNP Paribas** (Group Head of Media/Entertainment) [10 Years], **Union Bank of California** (entertainment) [5 Years], and arranged over $1.8 billion in single picture production financing for over 298 films.
- **Arranged foreign distribution and co-production deals** for such entertainment companies' Maverick Entertainment, Sony/Columbia Pictures, Lakeshore Entertainment (Paramount), Beacon Communications (Universal Pictures), Icon Productions (Paramount), and MGM.
- Co-financed and Executive Producer **"Lord of War"** released by Lions Gate Films, written and directed by Andrew Niccol and starring Nicolas Cage and Ethan Hawke
- Co-financed and Executive Producer "**Material Girls**" released by MGM, starring Hilary and Haylie Duff and Anjelica Huston, directed by Martha Coolidge.
- Co-financed and Executive Producer HBO documentary, **"Sand and Sorrow Genocide in Darfur"**, George Clooney Executive Producer/Narrated HBO Winter 2007.

PROFESSIONAL EXPERIENCE

Union Patriot Capital, Inc. Media and Entertainment Finance Group **OCT 2000 to Present**
Los Angeles based CEO **Union Patriot Capital, Inc**, [successor to **Patriot Advisors, Inc**.]
Michael Mendelsohn currently sources deals and advises on the structure of senior and mezzanine debt portfolios for banks and financial institutions [**GE Capital**, **Citibank** and **Apollo Partners**] and talent agencies **[CAA**, **WME,** and **ICM]** specializing in entertainment, sports and media finance. He also provides strategic advice for corporate clients and talent-based entertainment businesses as well as sourcing strategic investors and principal capital for media and entertainment related technology companies **[Sirius Satellite Radio, AMC/Lowes Theatres, Harrah's Casino, Eros International, PLC (India), Mitsui (Japan)]**, including video game developers and special effects companies. Mr. Mendelsohn is arranging slate financing and single picture financing for Hollywood's key players, negotiating content library acquisitions and valuations, sale and acquisition of entertainment properties for international television conglomerates in Europe, Middle East, India, Scandinavia, Asia and Latin America.

BNP Paribas Media and Entertainment Finance Group **MAY 1990 to OCT 2000**
Los Angeles, London, Paris, Frankfurt, Luxembourg.
Banque Paribas Global Entertainment Group- Founder and Group Vice President from 1990 to 1995, Mr. Mendelsohn's responsibilities included Team Leader and Portfolio Manager of the Entertainment/Media Finance Group, advising Paribas internationally on their global loan portfolio in film library acquisitions, television and satellite broadcast output deals with major studios and packaging of creative and financial elements for media and entertainment companies, film and television companies.

Loan Portfolio Manager/**Chief Advisor** Media/ Entertainment Group **BNP Paribas Group** 1995 to 2000, Managed several billion dollars of media and entertainment loans and sourced, structured and in some cases, syndicated over $1.8 billion loan portfolio in Los Angeles for project financing of feature films **[Lakeshore (Tom Rosenberg) , Icon (Bruce Davey and Mel Gibson) Beacon (Armyand Bernstein, Tom Bliss)],** international media activities and co-financings. He provided merger and acquisition expertise for European broadcasters **[RTL Stations and CLT**] and film distributors **The Virgin Group, BBC, EFD (UK), [UGC, Canal Plus, TF1, M6 (France)], Pro7/Sat 1, (Germany), Televisa (Mexico), Telecinco (Spain), STAR TV (Hong Kong),** film libraries, and other M &A entertainment financings through senior and mezzanine loans and equity investments.

Union Bank of California Media and Entertainment Finance Group **Sept. 1985 to May 1990**
Los Angeles, London. UK based Standard Charter Group and later sold to Bank of Tokyo. AVP, Mr. Mendelsohn graduated their bank training program, sourced deals, and analyzed, structured and negotiated film-financing packages for television mini-series, MOW's, series, music videos and feature film production. Emphasis on foreign co-productions, borrowing base facilities, on and off balance sheet financing, and equity-debt capitalizations for companies organized around creative talent such as **CastleRock and Largo**. Mr. Mendelsohn also advised international entertainment clients in co-production and foreign distribution of film rights. Clients included **Carlo Ponti and Sophia Loren (Italy), Akira Kurosawa (Japan), Silvio Berlusconi's Reta Italia Television (Italy), Richard Branson's music/video The Virgin Group (UK).**

EDUCATION AND TRAINING

The Wharton School, **University of Pennsylvania,** graduated with a Bachelors of Science in Economics with a major in Finance and Entrepreneurial Management in May 1984.
University of Pennsylvania studies include English and Russian Literature, Political Science and Photography.

LECTURER

Mr. Mendelsohn lectures on media and film financing at his alma mater, **The Wharton School** as well as**, Harvard, NYU, AFI, UCLA** and **USC.**

PERSONAL

Mr. Mendelsohn resides in Los Angeles, California and has been on the Board of several charities, is an active member of the Director's Guild of America, supports documentaries spotlighting crimes against humanity, plays the saxophone, shoots photography, rescues dogs, and serves as Assistant Coach on his two children's soccer teams.

Filmography

Mr. Mendelsohn has arranged financing for such successful films including and upcoming:

- **MGM** "**All's Fair in Love**" Starring Christina Ricci and Cedric the Entertainer [Patriot]
- **Sony/Screen Gems "Underworld**" "starring Kate Beckensale [Lakeshore]
- Wolfgang Peterson's "**Air Force One**" starring Harrison Ford [Beacon Pictures]
- "**Lord of War**" starring Nick Cage and Ethan Hawke [Lions Gate Films]
- "**End of Days**," starring Arnold Schwarzenegger, [Beacon Pictures]
- WB Wachowski Brothers' "**The Matrix**" starring Keanu Reeves and Larry Fishburn
- Paramount "**What Women Want**" starring Mel Gibson [Icon Pictures]
- Quentin Tarantino's "**True Romance**" directed by Tony Scott starring Christian Slater
- Tin Burtons's the "**Legend of Sleepy Hollow"** starring Johnny Depp [Mandalay]
- **Paramount** "**Runaway Bride** "staring Richard Gere and Julia Roberts [Lakeshore]
- **Screen Gems' Arlington Road**," starring Tim Robbins and Jeff Bridges [Lakeshore]
- **Madness of King George**,"[4 Academy Award Nominations] [Goldwyn]
- **The Hurricane,"** starring Denzel Washington [Beacon]
- Paramount "**Nobody's Fool**,"[2 Academy Award Nominations] starring Paul Newman
- "**Reservoir Dogs**" directed by Quentin Tarantino starring H. Keitel and M. Madsen

SELECTED DEALS AND TRANSACTIONS (Active)

Current activities include: Source and structuring media and entertainment transactions [including advisory for GE Capital, Bank of America and various equity and hedge funds] on: (i) MGM/Hedge Fund based **$350 capitalization**; (ii) and business development for a **$250 million transaction** for a major comic book based Hollywood Producer; (iii) **$100 million acquisition** of a major Video game /console game company and IP; (iv) negotiation of a **5 picture**, **$75 million co-production** with a major cable media company; (v) negotiation and **placement of a $150 million credit facility** for a UK based India media company, **EROS PLC**. (vi) A **Satellite Radio Channel** merger negotiation, (vii) **12 picture anime co-production finance** deal **FUNimation** and Japanese Trading Co **MITSU.** [Union Patriot Capital]

Current film production finance for upcoming films includes: **Vengeance : A Love Story** thriller starring Samuel L. Jackson, Abigail Breslin, Heather Graham and Dianne Wiest, "**All's Faire in Love**", a Renaissance Faire comedy starring Christina Ricci and Cedric the Entertainer; "**Crenshaw Blvd."** an urban street low-rider gangster picture including major hip hop musicians; **"My Big Fat Zombie Wedding",** a rock 'n roll zombie wedding film; "**Beverly Hills Marine**", a military comedy starring Kevin James; "**EOD**" an explosive international bomb squad film. [Union Patriot Capital] & [Patriot Pictures]

SELECTED DEALS AND TRANSACTIONS (Completed)

Bank portfolio management and sourcing deals of over $1.8 Billion portfolio of single picture financing for, BNP-Paribas, Citibank and Union Bank of California were including credit underwriting, negotiation of project facilities and collections of funds for film production financing. [Patriot Advisors]

Film production finance of over 298 films including: Vengeance: A love Story, All's Faire in Love, The Matrix, Reservoir Dogs, Madness of King George, Red Rock West, Air Force One, Sleepy Hollow, True Romance, Arlington Road, Mothman Prophecies, What Women Want, Lord of War, Battlefield Earth, Hurricane, End of Days, Material Girls
[BNP Paribas], [[Citibank], [National Bank Of California] [Union Bank][Union Patriot Capital]

PolyGram (UK) Public Offering underwriting and placement memorandum document [Paribas]

Polygram (UK) purchase and finance of Propaganda Films, a Commercial and Music Video Production company including film production finance and a receivables revolving line of credit [Paribas]

UGC (France) Film Library Acquisitions including UGC's acquisition of Initial Group Libraries and the ultimate sale of film libraries to Canal Plus including production financing of projects [Paribas]

Luxembourg based television and radio station consortium CLT/RTL Germany and M6 France television and film library acquisitions [Paribas]

Corporate Film financing and co-productions and library acquisition for: Lakeshore (Paramount), Beacon (Universal), Franchise (Warner Bros.) and Icon (Fox) [Paribas], [Union Bank], and [DZ Bank]

Richard Li's sale of Star TV (Hong Kong) to Murdock's News Corp (Australia) [Paribas]

Berlusconi/Media Set Co-Productions (Italy), Carlo Ponti, Sophia Loren & Mario Puzo [Union Bank]

Virgin Vision Films & Virgin Music (UK, USA) and Virgin Mega Store (Paris)
[Union Bank and Paribas]

Wolfgang Petersen/Advanced Media Collection Negotiations on Film Fund (Germany) [Patriot]

Major League Baseball Franchise and Regional Sports Network Advisory Services [Patriot]

Tier 1 Broadband Service Providers peering deal with Qwest Communications, Level 3 and NTT/Verio Broadband Delivery Service of live streaming television, VOD and PPV [Patriot]

Horse and Dog Racing IP broadband broadcast events over General Broadcasting Systems. [Patriot]

Broadband broadcasting and VOD for Eros Entertainment, UK Based leader in India based content distribution and IP based delivery systems. [Patriot]

The Carlyle Group: Financing for manufactured home communities and related cable TV venture, internet and satellite delivery systems. [Patriot, GE Capital Corp]