

Objective Capital Partners Advises Sale of Toft Group to ZRG Partners

San Diego, CA, Dec. 05, 2019 — Objective Capital Partners, a leading middle market investment banking firm, is pleased to announce that it served as the exclusive financial advisor to Toft Group in their sale to ZRG Partners, one of the fastest growing global executive search firms and a portfolio company of RFE Investment Partners. Toft Group is a global executive search firm fully devoted to life sciences and healthcare high tech, with a special focus on innovation-driven companies at the intersection of biotech and high tech.

“The Objective Capital team understood my objectives and served as an experienced M&A partner at every turn, helping to design an agreement that met both partners’ objectives for the future,” said Robin Toft, Chairman & founder of Toft Group. “I truly appreciate their support, and the guidance provided by Channing Hamlet and his team throughout the negotiations, which resulted in this successful outcome.”

“Our primary objective was to assist Robin to achieve her objectives, both professionally and personally. Toft Group was seeking to be part of a larger platform to further strengthen their robust capabilities for their clients and enter new markets,” said Channing Hamlet, Managing Director of Objective Capital Partners. “Merging with ZRG Partners enables Toft Group to grow their portfolio of offerings globally and also allows Robin to create a larger impact on the landscape of workplace diversity, a strong passion of hers.”

“Toft Group is the market leader for early stage biotech and life science recruiting,” said Larry Hartmann, CEO of ZRG. “They have built a stellar track record in bringing top talent to their clients, quickly. Combining their sector expertise with the extensive work ZRG is already doing creates a strong global life science practice. We are thrilled to add Robin to our executive team and welcome the entire Toft Group to the ZRG family.”

“This is the ideal next chapter for our firm. The ability to now expand our offerings globally and broaden our offerings working side by side with the ZRG team will allow us to partner at an even deeper level with our client base,” Robin Toft said. “The functional expertise of ZRG, combined with our sector knowledge and local presence in important West Coast markets, will further define us as the ‘go-to’ firm for all life science work.”

Toft Group will operate as a ZRG company, focusing on supporting client needs for senior life science professionals and will add depth to ZRG’s global Life Sciences practice. The transaction will bolster the firm’s direct presence in the Global Life Science sector, and with this acquisition ZRG will have over 200 team members globally to support clients in important executive recruiting and talent solutions work.

About Objective Capital Partners

Objective Capital Partners, LLC is a leading investment banking firm offering M&A Advisory, Valuation Advisory, and Corporate Development Services. Founded in 2006, Objective's seasoned professionals have collectively executed over 500 M&A and advisory engagements within its four Practices: Business Services, Consumer, Life Sciences & Healthcare, and Technology. Objective Capital is relentlessly committed to providing world-class, sector-focused advisory services aligned with its clients' objectives.

About Toft Group

Founded in 2010, the Toft Group is one of the world's largest boutique early-stage life science recruiting firms Headquartered in San Francisco, CA, with branch offices in San Diego and Boston. The Toft Group has been recognized as a Top 50 recruiting firm in the Americas by Hunt Scanlon, and Robin Toft was recognized in 2018 and 2019 as a finalist for the prestigious EY Entrepreneur of the Year award.

About ZRG

Since 1999, ZRG's data-driven approach to executive and professional search has been changing the way clients think about how to find top talent. Today, ZRG is one of the fastest-growing firms in the search industry and provides a full suite of executive, middle management, project, and interim search solutions globally through its offices in North America, Europe, South America, and Asia.

ZRG's sole focus is to match clients with the right leaders. Leveraging technological innovation, years of experience, and our ability to identify quality candidates, Strong leadership effectively steers the ship of a company. It's not uncommon for businesses to falter under sub-par leadership; that's where ZRG comes into play by helping firms identify and hire the right leaders. ZRG's analytical process and collaborative culture give us a competitive advantage to provide our clients with the industry advantage.

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For Immediate Inquiries:

Channing Hamlet

Managing Director

(310) 570-2721

channing.hamlet@objectivecp.com

The above testimonials may not be representative of the experience of other customers and is not a guarantee of future performance or success.

Disclosure

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