



## **RICHARD L. BALDWIN, MBA, CPA**

Managing Partner, Las Vegas  
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+1.702.460.9914

### **CAREER**

Managing Director, Union Gaming  
Sept. 2012 – May 2020

Chief Financial Officer, Tropicana  
Entertainment · Jan. – Nov. 2009

Corporate Consultant, Herbst Gaming  
Feb. – Dec. 2008

Executive Vice President & Chief  
Financial Officer, Shuffle Master, Inc.  
(NASDAQ: SHFL) · Sept. 2004 – Nov. 2007

Director of Corporate Finance  
& Investor Relations, IGT (NYSE: IGT)  
Dec. 2001 – Sept. 2004

Director of Corporate Finance (Sept.  
1999 – Dec. 2001) & Financial Controller  
(Mar. 1998-Aug. 1999), Anchor Gaming

Senior Auditor, Deloitte & Touche  
Sept. 1995 – March 1998

### **EDUCATION**

MBA, Paul Merage School of Business,  
University of California, Irvine

BS, Accountancy, University of Nevada,  
Las Vegas (UNLV)

Richard L. Baldwin, MBA, CPA is an accomplished senior financial executive with more than 25 years' experience working for and with a diverse number of global and domestic companies entering, accessing or operating in public capital markets and reporting to, working with and advising the boards of directors for numerous publicly traded and private companies. Rich has significant capital markets and M&A experience having led and participated in transactions ranging from \$10 million to \$1.5 billion and having served as a Board of Director for multiple gaming companies. He is a trusted advisor within the global gaming and hospitality industry.

As a Managing Partner for GGH Morowitz, Baldwin works closely with GGHM's other managing partners to support the company's diverse client base that includes public and private companies, governments, Native American tribes, regulatory agencies and investment funds with respective annual revenues ranging from several million to over a billion dollars individually. Rich frequently works side-by-side with client owners, Boards and senior management teams to assist in the evaluation and development of growth and other strategic initiatives, M&A opportunities, capital allocation, operational/strategic planning and execution of private debt and equity transactions.

Baldwin started his career with Deloitte & Touche, one of the world's largest public accounting firms, and quickly transitioned to holding CFO and senior finance/accounting positions for several public gaming companies with divergent profiles including high-growth international technology and manufacturing companies (Shuffle Master, IGT, and Anchor Gaming) as well as for companies in middle market turnaround and/or bankruptcy emergence situations (Tropicana Entertainment). More recently, Baldwin was a Managing Director for Union Gaming, a boutique professional service firm focused exclusively on the global gaming and hospitality industries, where he was initially recruited to head up the firm's consulting/advisory practice (Union Gaming Analytics), focused on market research/analysis and development support. Baldwin was also a key player whereby he led or contributed to executing a number of M&A, strategic advisory and financing transactions (debt and equity).

### **AREAS OF EXPERTISE**

- Investment Banking
- Mergers & Acquisitions
- Strategic Planning & Analysis
- Financial Reporting
- Distressed Assets
- Equity & Credit Financing
- Investor / Board of Director Relations
- Startups & Turnarounds
- International Banking & Business
- Outsourced / Fractional CFO

### **ADDITIONAL INFORMATION**

- Securities licenses: FINRA Series 79 (Nov. 2013), Investment Banking and Series 63 (July 2014) Uniform Securities Agent
- Throughout his career, Baldwin has been licensed / registered in approximately 100 gaming jurisdictions globally
- Certified Public Accountant licensed in the State of Nevada since 1997