

# Karl K. Motey

San Francisco Bay Area

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## Finance and Corporate Development Executive

\$4B+ Financial Management ■ M&A Leader ■ Investor Relations ■ Strategic Partnerships

Technology → Semiconductor | Hardware | AI | IoT | Edge Computing | Cloud | Storage

### ■ Executive Profile

**Transformational Leader** ► Strategic thinker and influencer with accomplished career track leading market share expansion and innovation to increase revenue, profits, and growth. Key driver in large scale integration, streamlining, and turnaround initiatives to propel growth and profitability, generate broad market impact, and develop investor communications.

**Finance and Corporate Development Expert** ► Expertise in financial management (planning, budgeting, forecasting and analysis). Well known as a highly tactical implementer, negotiator, and problem solver with a reputation for skillfully leading business and partnership efforts to increase profitability and shareholder value. Skillful leader in driving merger related synergies.

**Global Acquisition & Growth Strategist** ► Lead global efforts to identify acquisitions and licensing opportunities. Conducted detailed research and analysis of 150+ public and private semiconductor, IP, systems, software, and services companies.

### ■ Areas of Excellence

- Financial Management
- M&A Strategy & Execution
- Investor Relations & Communications
- Equity Research | Financial Analysis
- Business & Risk Analysis | Product Roadmaps
- Due Diligence | Valuation | Negotiations
- New Business Initiatives | Joint Ventures
- Deal Structuring | Integration Planning
- C-Suite & Board Presentations
- Strategic Partnering & Alliances
- Public & Private Capital Markets
- Business Performance & Analysis

### ■ Executive Performance Highlights

- ✓ Completed 2 transformative acquisitions in 5-months, increasing profitability by 25% and market capitalization by 50%. (SGH)
- ✓ Collaborated with Sr. Management team to execute acquisition strategy, completing 2 acquisitions in 8-months, increasing revenue by 50%, and profitability by 20% by driving synergies. (Adesto)
- ✓ Teamed with CEO and Sr. Management to develop growth strategy in acquiring Fujitsu's MCU business. Increased revenue by \$500M, and market capitalization by \$700M. Co-led merger with Cypress Semiconductor further increasing market capitalization by over 50%. (Spansion)

### ■ Professional Career Track

**Santa Clara University Leavey School of Business, Santa Clara, CA | 2022 - Present**

#### Assistant Teaching Professor - Finance

- ✓ Lecturer for upper-level undergraduate finance program in Financial Planning and Analysis (FP&A).
- ✓ Lecturer for MBA and undergraduate programs in Business Valuation and Financial Management.
- ✓ Faculty Advisor for MS in Finance and Analytics program - business and industry capstone projects.

**Finance and Corporate Development Consultant, Los Altos, CA | 2015-Present**

Expertise in corporate financial management and corporate development related activities including cash management, budgeting, forecasting, quarterly reporting, due diligence, financial and valuation analysis, deal sourcing, negotiation, and post-merger integration.

- **Guru, Inc.** ► Financial management, corporate development, corporate strategy
- **Adesto Technologies** ► Corporate Development: Led 2 Transformative Acquisitions
- **Spin Memory, Inc.** ► Business Development: Established 4 Major Client Relationships
- **Gigadevice Semiconductor** ► Corporate Development: Due Diligence for 7 Major Acquisition Targets

## **SMART Global Holdings, Inc.**, Newark, CA | 2019–2020

### **Vice President, Corporate Business Development | Staff 4 Direct / 5 Indirect**

#### **Drove Acquisitions ► Artesyn Embedded Computing & Inforce Computing**

- ✓ Reporting to CEO, drove all corporate development activities, including M&A, JV, and partnerships. Led corporate development team and investor relations, including company positioning, non-deal roadshows, investor conferences, earnings announcements, and IR deck.
- Developed growth strategy and identified private and public targets through close collaboration with board members, business unit leaders, and investment bankers. Teamed with multiple global private equity partners and led financing due diligence.
- Conducted detailed business, valuation, and investment analysis on multiple technology companies. Led cross-functional teams in deal related activities, including due diligence, business and valuation analysis, deal negotiation, synergy analysis, and integration planning.

## **Spancion, Inc.**, Sunnyvale, CA | 2009–2015

### **Vice President, Business Development ► Led 2 Major Acquisitions | Co-Led 100+ Diligence Staff | 2014–2015**

- ✓ Chosen to drive creation and formalization of M&A, Corporate Development, and Licensing strategy. Led integration team across all functional areas to ensure smooth transition.
- Led cross-functional due diligence team (finance, IT, sales, marketing, manufacturing) to optimize Cypress Semiconductor merger, increasing market capitalization by over 50%.
- Critical advisor in merger-related investor communication strategy, including investor presentations, technology white papers, and press releases. Collaborated with external research firms to create market studies and white papers on MCU and Analog markets.
- Drove over 20% of licensing revenue and facilitated launch of new product line through negotiation of multi-million dollar licensing, product development, and supply agreements. Increased target market by \$2B with development of NAND business plan (partnerships, P&L).
- Collaborated with executive management, business unit leaders, and investment bankers to identify M&A targets. Conducted detailed analysis of 50+ and due diligence of 10 companies targeting analog, MCU, and ASSP's.

### **Strategy Consultant ► Business Development | IR | 2009–2014**

- Led efforts in acquisition of Fujitsu MCU, including due diligence, valuation, business analysis, investor communication, and integration. Increased revenue by \$500M, market capitalization by \$700M, and target market by \$25B.
- Drove merger integration, including negotiations of over 90 contacts with 70+ suppliers, covering over 10% of R&D budget. Negotiated \$11M contract with major supplier (ARM), resulting in 25% savings.
- Negotiated multi-million dollar foundry partnership agreement increasing target market by \$500M.
- Drafted comprehensive business plan for Voice Recognition product family, increasing target market by \$250M.
- Drove creation of successful post-bankruptcy IR strategy—positioning, analyst coverage, and investment banking materials.

## **■ Additional Qualifications**

### **Wachovia Capital Markets | Senior Vice President, Equity Research Analyst | San Francisco, CA**

- Ranked top 15 analysts at Wachovia, #2 in Wall Street Journal's "Best on the Street" for semiconductors (2005).

### **Deutsche Bank | Associate Research Analyst | San Francisco, CA**

- Authored 120+ research reports, including quarterly financial updates, industry theme reports, and competitive assessments.

### **Cyrix Corporation | Regional Sales Manager | San Jose, CA**

- Managed multimillion-dollar sales territory for emerging microprocessor company, targeting multinational computing clients.

### **Bell Microproducts (Acquired by Avnet) | Asia Pacific Sales and Marketing Manager | San Jose, CA**

- Implemented Asia sales and marketing strategy and helped establish semiconductor practice for start-up electronics distributor.

### **Avnet, Inc. | Field Sales Engineer | Sunnyvale, CA**

- Ranked in top 3% of semiconductor sales team for top electronics distributor.

## **■ Education**

**M.S., Finance** – Indiana University, Kelley School of Business – Bloomington, IN

**B.B.A., Marketing** – University of Massachusetts – Amherst, MA