

David A. Cohen

Chief Executive Officer, Chief Investment Officer, and Co-Founder
Karlin Asset Management, Inc.

David A. Cohen is co-founder and chief executive of Karlin Asset Management, a Los Angeles based private investment firm managing the wealth of a single family. The firm has received considerable recognition and awards as an innovator in the asset management and family office investing arenas including being named *Institutional Investor's Family Office of the Year* and *Private Asset Management's Family Office of the Year*.

Business Activities

Karlin employs a multi-asset class framework to invest opportunistically across a variety of strategies. Since its inception in 2005, David has led Karlin to create diverse in-house businesses, including Karlin Direct Investments (public equity investments), Karlin Real Estate (distressed and value add real estate, karlinre.com), Highview Capital (private equity, highviewcp.com), and Karlin Ventures (early stage venture, karlinvc.com). Other internal strategies include timber, risk management, and oil and gas. David also co-founded Calmwater Capital (calmwatercapital.com), a leading national direct commercial real estate lender, and serves as its Chairman.

Calmwater Capital has originated over \$2.7 billion in real estate bridge loans. The firm has succeeded in securing commitments of nearly \$1.4 billion (including over \$740 million from an elite group of institutional investors including endowments (two of the largest U.S. college endowments), pension funds, and private capital sources).

Karlin's real estate arm has acquired and financed over \$2 billion of real estate transactions representing over 12 million square feet across the US and Europe. In recent years, Karlin developed a global corporate campus platform called Parmer Innovation Centers (parmerinnovation.com), which currently offers over 5.8 million square feet of workspace and 820 acres of land for future development in Austin TX, Raleigh-Durham NC, and in various cities in the UK. These corporate campuses offer world class amenities and are home to several global 1000 companies at the forefront of their fields. The firm also owns the Affinity Outlets (affinityoutlets.com), which consists of 600,000 square feet of retail outlet space in multiple cities across the U.K..

Other subsidiary businesses include American Plastics, GS Foods Group, National Fire & Safety, and Firstlight Media.

- American Plastics is the 2nd largest national platform in plastic home storage across key North American markets, a manufacturing and distribution footprint of 15 state-

of-the-art facilities nationwide, including 5 manufacturing plants and 10 distribution centers.

- GS Foods is a leading specialized foodservice distributor servicing value-focused end markets, including education, corrections, and healthcare. GS Foods has strong relationships with global leading food manufacturers, and its sophisticated procurement system links suppliers with over 2,500 customers across the United States.
- National Fire and Safety is a premier fire and life safety solutions provider that offers a full suite of critical services along with the design and manufacturing.
- Firstlight Media is a leading OTT video distribution platform for premium video to IP-connected devices. Following the acquisition of Quickplay Media from AT&T, Firstlight brings to market an enterprise grade technology solution that leverages the power of artificial intelligence to drive user engagement and monetization.

Karlin also owns large scale environmentally sustainable timber plantations in Central America. Karlin's timber plantations engage in a large-scale reforestation project and planted a total of 7 million hardwood trees over the 75 square mile project (covering over 3 times the land mass of the island of Manhattan!)

Professional and Academic Background

David has over 30 years of experience in principal investing in public securities, real estate, and private equity, including 15 years leading Karlin and its affiliates, and started his career as an investment banker and derivatives specialist at Lazard Frères & Co. in New York. David currently serves on the boards or investment committees of several companies and is a frequent speaker and thought leader on distressed investing, risk management, asset allocation and contrarian thinking.

His academic background includes degrees from Cambridge University (MPhil Finance), and Boston University (B.S., *summa cum laude* Engineering), and graduate work at Sydney University as a Rotary Foundation Scholar (Engineering).

Philanthropic Activities

David serves in executive leadership roles or board positions with several Los Angeles based and national non-profit entities, including facilitating the formation and operation of Karlin's sister foundations, which are the areas of medical research (Michelson Medical Research Foundation, www.michelsonmedical.org), education (Twenty Million Minds Foundation, www.20MM.org), and animal welfare (Found Animals Foundation, www.foundanimals.org). David has also been active in AIPAC, University of Judaism, and The Jewish Federation, and also serves on the Executive Advisory Board of the Jewish Graduate Student Initiative. He is a member of the Young Presidents Organization (YPO).