

## Contact

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# Richard Nanula

Advisor at Tarsus entertainment  
Los Angeles Metropolitan Area

## Experience

Tarsus Entertainment  
Senior Advisor  
2018 - Present (3 years)

Colony Capital, Inc.  
Principal  
2008 - 2013 (5 years)  
Santa Monica

Led acquisition of First Republic Bank for \$1.5bil, led in \$2.5bil IPO 9 months later, managed 3 secondary offerings resulting in 3x return on equity (today's market cap approaches \$10bil)

As lead director on Board of Fairmont Hotels and Resorts, led transactions to attract \$500mil of equity during the financial crisis and to sell Colony's 35% stake 2 years later

Led acquisition of Miramax Films for \$650mil, including raising \$400mil of debt. Refinanced debt within 1 year, returning all equity. Company on track for sale that would represent 3-4x return on equity

Amgen  
EVP Finance & Strategy & CFO  
2001 - 2007 (6 years)  
Greater Los Angeles Area

Conceived and executed 5 acquisitions totaling \$18bil, including the largest in the history of the biotech industry at the time.

Borrowed over \$15bil optimizing our cost of capital, including 2 different convertible issuances that each had interest cost below 1% and premiums above 40%

Bought back over 25% of the company's stock at under \$60 per share (the company shares now trade over \$160)

Relocated the bulk of the company's manufacturing facilities to Puerto Rico and its intellectual property to Bermuda, reducing its tax rate from 46% to below 20%

Starwood Hotels & Resorts Worldwide, Inc.

## President and COO

1998 - 2000 (2 years)

Connecticut

Joined company to lead integration of 3 acquired entities, Starwood Hotels, Westin and Sheraton ITT into a single \$20bil enterprise, the largest hospitality company in the world, with over 1,000 hotels

Led conversion of the corporate structure from REIT to C-corporation due to change in IRS regulations

Led sale of over \$2bil of hotels and gaming assets (including Caesar's Palace)

Led over \$5bil of debt refinancings and executed tax transactions that saved over \$1bil of taxes

## The Walt Disney Company

EVP and CFO

1986 - 1998 (12 years)

Held increasingly responsible positions over 13 year tenure, Strategic Planning Director, VP-Treasurer, President-Disney Stores Worldwide, 7 years as EVP-Chief Financial Officer

Led first of its kind financings including first ever 100 year bonds issued by industrial company, first ever convertible debt into a subsidiary (Euro Disney) and over \$3bil of film financings (Silver Screen)

Led \$20bil acquisition and financing of Capital Cities/ABC (ABC television network, ESPN)

Helped oversee growth of company revenues from \$2bil to over \$20bil and market capitalization from \$3bil to over \$40bil

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