



Gus Richard
Managing Director
Senior Research Analyst

CONTACT

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BACKGROUND

Gus Richard rejoined Northland Capital Markets in February 2018 as a Senior Research Analyst and Managing Director with a focus on the semiconductor and emerging technologies sectors. Previously, he worked in equity research at Northland Securities (2014-2016), Piper Jaffray, First Albany Capital, Hambrecht & Quist, Alex Brown, and Robertson Stephenson & Company. Mr. Richard also spent several years on the buy-side as a technology analyst/portfolio manager at EGM Capital. His industry experience includes work experience in R&D, manufacturing, and marketing at Intel, PMC Sierra, and VLSI Research.

EDUCATION/AWARDS

Mr. Richard holds a B.S. degree in Physics from the Rochester Institute of Technology and a Master's Degree in Physics from Purdue University.

He was named #56 in the TipRanks' 2020 Top 100 Wall Street Analyst listing, based on the analysts' ability to generate returns with their stock ratings and price targets.¹

He was also named #10 on the TipRanks' 2019 Top 100 Wall Street Analyst list.²

PROFESSIONAL LICENSES

He maintains FINRA Series 7 General Securities Representative, Series 62 Corporate Securities Limited Representative, Series 63 Uniform Securities Agent State Law, Series 86 Research Analyst, and Series 87 Research Analyst registrations.

¹ Source: TipRanks Website Article, January 27, 2021, <https://www.tipranks.com/news/labs/tipranks-identifies-the-top-100-wall-street-analysts-of-2020/>.

² Source: TipRanks Website Article, February 25, 2020, <https://www.tipranks.com/news/labs/tipranks-identifies-the-top-100-analysts-of-2019/>.

NORTHLAND CAPITAL MARKETS

Northland Capital Markets is a full-service capital markets group focused on growth companies and their institutional and accredited investors. Its investment banking services include public offerings of equity and convertible securities, PIPEs, CMPOs and registered direct offerings, private placements of equity and debt securities, and M&A advisory services. The research group provides in-depth research for leading small and mid-cap companies in growth sectors of the economy, with sector expertise in Business Services, Consumer, Energy, Healthcare, Industrial Growth, and Technology. Northland's institutional sales and trading group provides active market making and trading support in its targeted sectors and coverage companies. Northland Securities, Inc., Member FINRA/SIPC, Registered with SEC and MSRB, is a diversified financial services firm headquartered in Minneapolis, Minnesota, with branch offices in California, Colorado, Iowa, Michigan, New York, and Wisconsin.

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