

## Contact

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(LinkedIn)

## Top Skills

Management  
Strategy  
Forecasting

## Certifications

Certified Public Accountant (CPA)

# Daryl Kato

President | COO  
Los Angeles Metropolitan Area

## Summary

# Top-down Thinker, Bottom-up Builder.

# MBA & Big-4 CPA with 20+ years of dynamic public & private equity experience leading through both hypergrowth/start-up & challenging/turnaround environments across multiple FMCG verticals and product categories.

# Demonstrated leadership in corporate development, supply chain, manufacturing, finance, accounting, sales, marketing, and IS/IT. Full financial responsibility for B2B/B2C/D2C businesses ranging from \$5 million to >\$1 billion in annual revenues.

# Purpose-driven problem-finder and solver, specializing in developing sustainable, scalable, high-impact business models and integrated solutions.

# Experienced in accelerating profitable growth, facilitating corporate transitions, building high-performance teams, coaching & mentoring, and optimizing allocation of resources. Effective collaborator with a proven track record of leading positive change in an organization's culture and shared values.

### Specialties:

- » Business Transformation & Integration
- » Organizational Design & Development
- » Turnaround Strategy & Execution
- » Value Chain Optimization
- » Operational Efficiency & Effectiveness
- » Strategic Planning & Analysis
- » Cross-functional Alignment
- » Financial Modeling & Storytelling
- » KPI Development & Data Visualization
- » Portfolio & Risk Management

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## Experience

### Super7

#### President | COO

June 2023 - Present (8 months)

Toys, Collectibles, & Apparel

### Outlaw

#### Board Member

December 2018 - Present (5 years 2 months)

Personal Care & Fragrances (D2C)

### Kurvana

#### Chief Operating Officer

June 2022 - June 2023 (1 year 1 month)

Supply Chain, MFG, Accounting, Finance, HR, and Marketing Operations

### Glass House Brands Inc.

3 years 4 months

#### Chief Operating Officer | Head of CPG

August 2020 - May 2022 (1 year 10 months)

Sales, Marketing, Supply Chain, & Manufacturing

[NEO: GLAS.A.U] Supported de-SPAC IPO, established company's CPG business unit, integrated two brand acquisitions, and grew flagship brand >30x from #64 in CA category market share to #1 (both \$ and units) over the first 18 months since inception.

Source: BDS Analytics [05-2022]

#### Chief Operating Officer | Corporate Development & Integration

February 2019 - July 2020 (1 year 6 months)

Completed roll-up of 4 PE funds (23 entities) to form single c-corp with unified vision, mission, shared values, and strategic objectives with supporting KPIs.

### Nissin Foods

3 years 7 months

#### Chief Financial Officer | Board Member

September 2017 - January 2019 (1 year 5 months)

Soups & Dry Pasta

[TSE: 2897.T] Led all financial operations for US subsidiary as an Officer and member of the Board of Directors.

VP Finance | Controller | IT | Business Intelligence (Interim CFO)

February 2017 - September 2017 (8 months)

Sr. Director, Business Operations

July 2015 - February 2017 (1 year 8 months)

Dakani Group

Managing Director

June 2011 - July 2015 (4 years 2 months)

Marketing & Product Development

We invest financial and intellectual capital in small businesses and transform them through the application of new business models, disruptive & emerging technologies, and organizational design.

We also provide strategy consulting and product development services for clients ranging from promising start-ups to Fortune 500 companies and brands. We help our clients bridge the gap between knowing and doing, applying both entrepreneurial and intrapreneurial thinking to build innovative concepts into commercially viable, sustainable products and businesses.

Co-founded and grew a digital out-of-home advertising & POS analytics company to >\$5MM in annual sales across 3 revenue streams and led successful asset-sale exit in 2015 (acquired by Pelican Group).

Other portfolio companies & ventures span technology, healthcare, consumer products, and professional services.

Farmer Brothers

Director, Sales Finance

September 2014 - June 2015 (10 months)

Coffee & Allied Products

[NASDAQ: FARM] Led financial operations for the National Accounts Division and provided transition services in support of the company's HQ, plant, and distribution center relocation.

MUFG

FP&A Manager

September 2013 - September 2014 (1 year 1 month)

Operations Technology

[NYSE: MUFG] Led transition & integration services for bank payment operations & technology implementations.

## Nestlé

### Brand Finance Manager

December 2007 - May 2011 (3 years 6 months)

Confections & Snacks

[SWX: NESN] Cross-functional business partner, brand controller, and finance lead on various strategic projects, including:

Partner - Project:

- # Boston Consulting Group - Operational Turnaround
- # McKinsey & Company - Product Positioning
- # Deloitte Consulting - Organizational Development
- # Brynwood Partners - M&A Due Diligence
- # Nielsen Company - Consumer Analytics
- # Design Continuum - Business Development
- # Egg Strategy - Innovation Pipeline
- # M Industrial Design - Product Renovation

## Nestlé Professional

### Sales Finance Manager

January 2005 - December 2007 (3 years)

Beverages (Food Services)

[SWX: NESN] Cross-functional business partner, sales channel controller, and finance lead on various strategic projects, including:

Partner - Project:

- # Bain & Company - Long-term Growth Strategy
- # ETNA Technologies - Product Development
- # United Way - Volunteer Event for CFO Conference

## J. G. Boswell Company

### Hedge Accounting Manager

March 2003 - January 2005 (1 year 11 months)

Agriculture & Commodities

[OTCMKTS: BWEL] Corporate finance, strategic planning, hedge accounting and reporting, and special projects, including:

Partner - Project:

- # Oracle - UI Design & Application Integration
- # Ernst & Young - Corporate Audit

## Deloitte

### Senior Auditor

October 2000 - March 2003 (2 years 6 months)

Assurance & Advisory Services

Assurance and advisory services for clients across a variety of sectors including manufacturing, real estate, and financial services:

Client - Engagement:

# Capital Group Companies - SAS 70 & SOX Compliance

# American Funds - SEC Reporting

# Nissan Motors - NMAC Audit

# Payden Funds - SEC Reporting

# Hilton Trust - Due Diligence

## EY

### Mentor Program

May 1999 - July 1999 (3 months)

Assurance & Advisory Services

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## Education

University of Southern California - Marshall School of Business

MBA, Business, Management, Marketing, and Related Support

Services · (2008 - 2010)

University of California, Los Angeles

BA, Business Economics | Accounting Minor · (1996 - 2000)

La Salle College Preparatory - Pasadena, CA

· (1992 - 1996)