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Harris Williams & Co.

middle market®

HW&CO. | CULTIVATING OPPORTUNITY

The upside of every downturn.



In the midst of uncertainty Harris Williams & Co. cultivates opportunity.

In 2009, Harris Williams & Co. joined the world in facing one of the most challenging financial environments of our generation. As global markets recover, we continue to nourish and nurture our strengths, and stand ready to lead the middle market with the same vision and fortitude we have always applied to take our clients to the top.

In 2009, Harris Williams & Co.:

- Expanded internationally with the opening of Harris Williams Ltd. in London
- Opened a new office in Cleveland
- Expanded our industry groups
- Established a restructuring advisory practice
- Successfully sold over 70% of our deals to strategic buyers
- Approximately half of our strategic deals involved international buyers from North America, Europe and Asia
- Completed multiple minority equity recapitalization and growth equity transactions
- Hired additional top-level professionals at our senior and junior levels
- Finished the year with great momentum having closed 12 deals in December

Learn more about how we can cultivate opportunities for you at harriswilliams.com.

Harris Williams & Co. is the premier middle market advisor with a two decade legacy of sell side excellence serving clients worldwide. The firm is focused exclusively on the middle market providing sell side and acquisition advisory, restructuring advisory, board advisory, private placements and capital markets advisory services. For more information about Harris Williams & Co., please visit www.harriswilliams.com.

Investment banking services are provided by Harris Williams LLC, a registered broker-dealer and member of FINRA and SIPC, and Harris Williams & Co. Ltd, an Appointed Representative of Sturgeon Ventures LLP, which is authorised and regulated by the FSA (FRN # 452811). Harris Williams & Co. is a trade name under which Harris Williams

LLC and Harris Williams & Co. Ltd conduct business in the U.S. and Europe, respectively.

For general inquiries, please contact our Richmond office at 804-648-0072.