

MIDDLE MARKET TRANSACTION EXPERTS Cortland Advisors, LLC is an international mergers and acquisition advisory and consulting services firm specializing in businesses with revenues between \$10MM and \$75MM.

PRACTICE INFORMATION

Cortland brings an array of industry experts with operational, financial, market creativity and knowledge based on front-line experience. Cortland is creative in getting deals done from an experienced viewpoint in helping our clients achieve a successful transaction. Our team and networks in select industries and geographies enable us to identify the most suitable acquisition targets and suitors, or help you decide on the growth plan. We help our clients achieve a successful transaction.

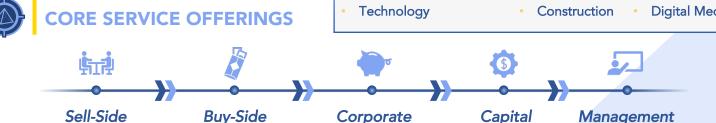
INDUSTRY FOCUS

- **Government Contracting**
 - Aerospace & Defense
- Engineering
- Manufacturing
 - Transportation

Healthcare

Consulting

Digital Media



Divestitures

APABILITIES & EXPERTISE

M&A Advisory

- >>>> Pre- and Post-merger/ Acquisitions Support
- Marketing Materials/ Financial Overview Preparation
- Acquisition Targets & Financial Sponsors Identification

M&A Advisory

- **Approach Selected Buyer Lists**
- **>>> Transaction Structuring & Negotiation**
- ≫**→** Strategic, Operational & Growth Planning
- >>>> Marketing & Financial Analyses

- Due Diligence & Business Assessments **>>>**
- Mergers & Acquisitions Consulting **>>**
- Valuation & Leverage Analysis ≫→

Restructurings

- **>>>** Strategic Partnership Developments
- ≫**→ Joint Ventures**
- >>>> **Board Director & Company Officer Development**
- **>>> Executive & Management Coaching**

CHANNEL PARTNERS & ALLIANCES

Cortland has a diverse set of strategic partnerships that enables it to out-source key components of client support, including business valuations, accounting, legal services, research and financial modeling. Cortland leverages deeply established relationships with Wall Street and regional financial institutions, commercial banks, private equity funds and strategic buyers in a variety of markets to further client objectives.

MANAGEMENT TEAM



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WE BELIEVE WHAT OUR CLIENTS SAY ABOUT US AFTER THE TRANSACTION IS MORE IMPORTANT THAN WHY THEY ENGAGED US IN THE FIRST PLACE.

TRANSACTION HISTORY

Cortland's advisory team of 35 senior business professionals have worked on over 300 M&A deals globally over the last 35 years developing deep backgrounds in international, commercial, government and financial sectors.



Visit us at cortlandadvisors.com for further information.