

# TILLERMAN & Co

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## Investment & Merchant Banking

**Tillerman & Co.** specializes in helping closely held and family-owned businesses with merger-and-acquisition advisory, capital sourcing and transaction support. The firm focuses on middle-market companies and transactions valued between \$3 million and \$75 million in the manufacturing, distribution, agribusiness, energy, business services and consumer products sectors. Our services include:

**M&A advisory** - We provide middle-market buyers and sellers with a comprehensive range of services related to mergers, acquisitions, buyouts and other growth transactions. We provide research, strategy and expert counsel in all aspects of merger and acquisition transactions including:

- M&A strategy
- Valuation
- Targeting buyers/sellers
- Negotiating
- Deal structure advisory
- Transaction financing
- Due diligence
- Closing process
- Transaction communications
- Post-merger support

**Capital sourcing** - We help clients source capital for growth, recapitalizations and transactions. Over the years, we've built solid relationships with regional banks, private equity funds, family offices, individual investors, VCs, broker-dealers and mezzanine investors that have funded transactions for our clients as well as our own ventures. We will work with you to find the right capital source and negotiate the right terms to fit the needs of your family-owned or closely held business.

**Merchant banking services** - Tillerman & Co. will selectively acquire companies when situations make sense to all parties involved in a transaction. We will consider transactions with value between \$3 million and \$75 million and a strong local presence in the community.

**Transaction communications** - Once a transaction is finalized, we help clients explain "what it means" to key stakeholders: employees, customers, suppliers, investors, community leaders, industry leaders and the media.

**Valuations** - Our transaction experience makes us a logical choice for helping companies, boards of directors, lenders and others understand how your company would be valued in the current market.

## **INDUSTRY FOCUS**

Tillerman & Co. focuses on the industries it knows best. Over the years, our principals have spent considerable amounts of time working in several key industries as consultants, executives and business owners. As a result, we've built considerable knowledge and a substantial number of relationships among executives, attorneys, CPAs, financiers and owners in these industries:

- Manufacturing
- Distribution
- Business services
- Consumer products
- Agribusiness
- Energy

## **PRESERVING HERITAGE, MAXIMIZING VALUE**

Through our work with closely held and family-owned businesses, we see an increasing number of owners who are interested in selling their company to a buyer who will maintain the jobs, culture and connection to the community where it was built. Tillerman & Co. works with these owners to create transactions that will preserve the company's heritage and maintain local jobs, while maximizing returns.

## **IT'S NOT JUST ABOUT "THE DEAL" – IT'S ABOUT YOUR BUSINESS**

The principals of Tillerman & Co. have done many of our own deals over the years as business owners, corporate executives and merchant bankers. We have worked on both the buy-side and the sell-side. In other words: we've been in your shoes and understand that it's not just about "the deal" – it's about your business and its long-term success. We work with clients to identify and address the cultural, operational, financial, and market factors that will impact the company long after the transaction has closed.

## **STEERING YOU THROUGH COMPLEX TRANSACTIONS**

The principals of Tillerman & Co. are senior executives with extensive experience in middle-market mergers and acquisitions, capital sourcing, merchant banking services, transactions communications and valuations. They have helped hundreds of companies formulate growth strategies, buy and sell businesses, raise capital and navigate successful transactions. They understand the unique dynamics of working with closely held companies, including family-owned businesses, and the importance of preserving and growing local companies.



**Remos Lenio, partner** - Mr. Lenio brings 30 years of transaction experience to his client engagements, including substantial experience as a banker, CFO, corporate finance consultant and transaction specialist. He has advised on more than 100 mergers, acquisitions, divestitures and buyouts of privately held companies as well as valuations, recapitalizations and capital sourcing for companies across the growth continuum. Mr. Lenio holds an MBA from the University of Michigan's Ross School of Business and a bachelor's degree from Central Michigan University. Contact him at [rlenio@tillermanco.com](mailto:rlenio@tillermanco.com) or 616-443-8346 (mobile)



**Phil Blanchard, CFA, partner** - Mr. Blanchard, a Chartered Financial Analyst, brings more than 30 years experience to clients, including extensive experience as investment banker and investment manager. He has advised on more than 100 transactions, including mergers, acquisitions, LBOs, MBOs, valuations, turnarounds and restructurings. He offers Tillerman clients considerable expertise in the areas of deal structure, creative financing, analysis and due diligence. Mr. Blanchard has an MBA from Columbia University and a bachelor's degree from Central Michigan University. Contact him at [pblanchard@tillermanco.com](mailto:pblanchard@tillermanco.com) or (616) 581-1321.