

Investment Banking

Our Focus Is Providing Capital – Both as Principals and Advisors

Overview

The Courtney Group provides private equity and investment banking services. In 1995 The Courtney Group opened its doors with a vision that in a world of giant organizations with a broad array of services, there was room for a small firm offering the highest levels of professionalism and integrity, and senior-level attention to clients and relationships. Further, we believed:

- The firm could help build successful companies supporting strong management teams
- In a world of ever larger firms, there is an opportunity for talented, entrepreneurial professionals with top-level personal relationships to offer outstanding advice on divestitures, mergers, acquisitions and capital raising
- In a world where conflicts of interest are front page news, there was a need for a firm that is able to provide objective advice and counsel without any pressure from competing agendas
- People matter, and working with the right people is critical to success in all our endeavors

The Courtney Group's pursuit of these goals and beliefs is reflected today in the firm's outstanding reputation for being an insightful, entrepreneurial and connected partner and advisor. The Courtney Group is member of FINRA/SIPC.

Services

The Courtney Group specializes in providing capital for companies: senior debt, subordinated debt, and equity. Transaction types include acquisitions, divestitures, recapitalizations and growth financings.

Industry Expertise

We have relevant experience and relationships in a number of industries including:

Chemicals, Communications, Financial Services, Healthcare Products, Healthcare Services, Industrial, Manufacturing, Packaging, Plastics, Software & Services, Technology



THE COURTNEY GROUP
PRIVATE EQUITY • INVESTMENT BANKING



Experience



Tom Courtney, *Managing Director*
tcourtney@thecourtneygroup.com

Private equity investor and investment banker, over 200 transactions involving financings, acquisitions and divestitures over the past 24 years.

Prior experience: Morgan Stanley & Co., Alex. Brown & Sons, Inc., James D. Wolfensohn Incorporated, and Peers & Co.

Education: Princeton University (AB), The Wharton School (MBA)

Areas of interest: Energy, Power, Renewables, Financial Services, Health Care, Technology, Manufacturing



David Kernan, *Managing Director*
dkernan@thecourtneygroup.com

Company executive in sales, marketing and operations and investment banker. Has served as Chief Restructuring Officer and board member.

Prior experience: Motorola, General Electric, Ericsson, and Oracle, Indicast, Inc., Askew Kabala and Catalina Capital.

Education: Eastern Washington State University

Areas of interest: Technology, Communications, Healthcare, Manufacturing



Sam S. Leslie, *CPA, Managing Director*
sleslie@thecourtneygroup.com

Specialist in turnarounds, restructuring, and bankruptcy situations. Regularly serves as Trustee in bankruptcy matters.

Prior Experience: Over 20 years as founder of Leslie, Engell & Associates, LLC, an accounting firm.

Education: San Diego State University (BS)

Areas of interest: Consumer Products, Technology, Hospitality, Real Estate



Michael Turner, *Managing Director*
mturner@thecourtneygroup.com

Expert in valuation, corporate finance and M&A with over 20 years experience on over 250 transactions involving mergers, acquisitions, divestitures, recapitalizations and leveraged buyouts.

Prior Experience: Valuation Research Corporation, Marshall & Stevens, an appraisal specialist, and Unocal Corporation.

Education: University of Colorado (BA), University of Southern California (MBA)

Areas of interest: Branded Consumer Products, Media, Health Care, Technology, Real Estate

How We Are Different

1. *Focus on capital raising:* we are experts in financings, both as principals and advisors, it is what we live and breathe.
2. *Industry Knowledge:* we have deep industry knowledge in industries including energy, healthcare, financial services, manufacturing, and technology.
3. *Experienced Team:* our team has completed over 650 transactions accounting for over \$20 billion in total value.
4. *Middle Market Focus:* we work primarily with companies that have revenues between \$5 million and \$500 million.
5. *Turnaround, Restructuring, & Distressed Capabilities:* we can assist companies facing the challenges of a turnaround or restructuring with a team experienced in advising boards of directors and management teams on financings, divestitures, M&A and other strategic and financial transactions.

Contact

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Member FINRA/SIPC



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