

## Deloitte Corporate Finance LLC Acquires McColl Partners' Middle-Market Investment Banking Services Business

**Deal Value: Undisclosed**

Sandler O'Neill served as financial advisor to McColl Partners, a leading middle-market investment bank, in their sale to Deloitte Corporate Finance. This transaction extends Sandler O'Neill's Investment Banking/Brokerage practice leadership in the independent brokerage and advisory firm sector. This represents Sandler O'Neill's 109<sup>th</sup> financial services transaction since January 1, 2011 more than any other investment bank over this period <sup>(1)</sup>.

NEW YORK, Jun. 10, 2013 — Strengthening its position as a leading M&A advisor for middle-market transactions, Deloitte Corporate Finance LLC (Deloitte Corporate Finance) announced today that it has acquired substantially all of the assets of McColl Partners, LLC (McColl Partners), an advisory-focused investment bank. A team of nearly 70 professionals will join Deloitte Corporate Finance, a subsidiary of Deloitte Financial Advisory Services LLP (Deloitte FAS). Hugh McColl will work with Deloitte FAS as a senior strategic advisor. Terms of the acquisition were not disclosed.

"Middle-market M&A represents a significant growth opportunity for Deloitte and our clients," said David Williams, chief executive officer, Deloitte Financial Advisory Services LLP. "The addition of McColl Partners' professionals enhances Deloitte Corporate Finance's market position in the United States and its global competitive advantage through its access to the member firms of Deloitte Touche Tohmatsu Limited. This transaction also bolsters the sophisticated investment banking advisory services we provide our large corporate clients as they pursue strategic mid-sized deals in both domestic and global markets and middle-market clients seeking access to global markets or who are engaged in 'life event' transactions."

Founded in 2001 by Hugh McColl and six investment bankers, McColl Partners is highly regarded for its strategic advice and assistance to entrepreneurial and institutional clients in evaluating and executing mergers, acquisitions, divestitures, and private capital raising assignments. Headquartered in Charlotte, N.C., with additional offices in Atlanta, Dallas and Los Angeles, McColl Partners has dedicated teams serving clients across a number of industries, including consumer, industrial, business and financial services, health care, energy and technology. McColl Partners' leading Private Capital Solutions group has assisted its clients to raise in excess of \$4 billion in senior and subordinated debt, and its Employee Stock Option Plan (ESOP) Corporate Finance practice advises business owners and trustees.

Hugh McColl added, "After founding McColl Partners 12 years ago and working hard with my teammates to build it over the years, I'm confident that Deloitte Corporate Finance is now positioned to become a leading middle market M&A advisor in the United States with a global reach that is truly unique."

Kevan Flanigan, national managing director of Deloitte Corporate Finance LLC since 2010, will continue to lead the practice that now includes all of the professionals from McColl Partners. The addition of McColl Partners' professionals, including 13 managing directors, substantially expands Deloitte Corporate Finance's geographic presence in the United States, and enhances its portfolio of innovative service offerings and its depth of industry coverage. Globally, this transaction will help drive new opportunities across the corporate finance practices of all member firms of Deloitte Touche Tohmatsu Limited.

*(1) Excludes terminated transactions and self-advisory roles*

*Source: SNL Financial*

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