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Firm Continues to Bolster Industry Specialization

Harris Williams & Co. announces that [Jon Nemo](#)  has joined the firm as a managing director to lead the firm's dedicated [Aerospace, Defense & Government Services \(ADG\) Group](#). Nemo has deep industry knowledge, extensive transaction experience, and strong relationships with a broad universe of strategic buyers and private equity sponsors worldwide. [Chris Rogers](#) , a senior vice president at Harris Williams & Co., has been steadily laying the groundwork for the ADG Group, and will work with Nemo to provide aerospace, defense, and government services clients with a full range of M&A advisory services.

The launch of Harris Williams & Co.'s ADG Group is timed with an anticipated rise in M&A transactions globally and an increased need for high quality middle market advisory services in the industry. As a pure-play middle market advisor, Harris Williams & Co. offers strategic advice and seamless execution to its clients with no conflicts of interest. The firm's exclusive focus on the middle market and exceptional transaction results across all industry sectors and market cycles set the stage for continued growth opportunities.

"Harris Williams & Co. provides an outstanding platform on which to build a world-class ADG group," said Jon Nemo. "The ability to combine deep industry knowledge and relationships with the best sell side M&A execution capabilities in the middle market will enable us to offer differentiated strategic advice to our clients."

"Jon has an impressive track record within aerospace, defense and government services, as well as deep relationships and access to relevant buyers around the world," said Chris Williams, co-founder of Harris Williams & Co. "We are thrilled to have him be a part of our firm."

"Serving the aerospace, defense and government services industries is a key initiative for us," said Hiter Harris, co-founder of Harris Williams & Co. "Jon's industry expertise and Harris Williams & Co.'s leadership within the middle market is a powerful combination that will enable the firm to expand its presence meaningfully across these sectors."

Nemo, who brings over 16 years of investment banking experience, joins Harris Williams & Co. from Jefferies & Company, where he was most recently a managing director in the Aerospace & Defense Investment Banking Group (formerly Jefferies Quarterdeck). As one of the senior members of the Group, Nemo was responsible for the origination and senior level execution of numerous M&A transactions and building key corporate and private equity sponsor relationships. Prior to joining Jefferies, Nemo

worked as a managing director in the Industrial Growth Investment Banking Group at CIBC World Markets where he played an integral role in building the aerospace and defense industry practice.

The launch of the new dedicated ADG Group is the latest development for Harris Williams & Co., which has been steadily expanding its industry specialization in tandem with its international expansion. The firm also recently increased its efforts within its Technology, Telecom & Digital Media (TTDM), Energy & Power and Healthcare & Life Sciences (HCLS) Groups and opened Harris Williams & Co. Ltd in London to facilitate its **efforts across Europe**.

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.