



Biography & Qualifications

Michael Hannon

Founder, President & Principal of Valuation Insight

Michael Hannon is a seasoned business executive with over 25 years of deep, well-rounded leadership experience, primarily in the service industry. He has a proven track record of achieving aggressive strategic growth targets through the successful completion of large, highly complex M&A transactions, while working as a senior corporate development and M&A executive at several publicly traded national service companies, and as President of Valuation Insight.



Mr. Hannon possesses outstanding strategic planning, business valuation, risk assessment, financial analysis and transaction negotiation skills; with the business acumen to quickly comprehend all sides of a complicated issue. He has the unique ability to take a broad perspective viewpoint on all business development matters, due to holding a variety of multi-discipline senior management positions on both a regional and national level (i.e., M&A Executive/Consultant; Region VP of Operations; CFO, and Region Controller).

He has an expert level skill set in formulating business strategy, executing all aspects of complex M&A projects; leading M&A and corporate development teams; and, evaluating/negotiating/closing M&A transactions. Over the course of his career he accumulated extensive experience while completing over 300 individual M&A transactions of all sizes and deal structures. The business acquisition transactions he has been involved with have aggregate annual revenues of more than \$1 billion.

Mr. Hannon began his career serving as Regional Controller for a publicly traded national service company; with responsibility for all financial activities of 25 business units spread over a 5 State area of the Midwest. He served as a Regional Controller for more than 10 years with 3 different publicly traded (NYSE listed) service corporations.

After this, Mr. Hannon was promoted to the role as Region Vice President for a national service company, holding responsibility for the overall leadership, strategic growth and P&L performance of 28 business units spread over a 14 State area of the Midwest for nearly 5 years. At the time, the Region generated annual revenues of more than \$135 million, utilizing total assets valued at nearly \$200 million.

In each of the positions described above, Mr. Hannon accumulated increasingly more hands-on experience in corporate finance/accounting, with the development & execution of business strategies, in leading operations and P&L accountability, and in conducting all functions of corporate development and M&A activities.

One of the highest profile positions he held during in his career was as Vice President of Corporate Development/Mergers & Acquisitions at Allied Waste Industries (now named Republic Services). He served in this role for 8 years, from 1994 to 2002. During his tenure in this position, Mr. Hannon held overall responsibility for successfully leading and executing the aggressive acquisition-based growth strategy of the corporation.

At the time he started in this executive level corporate officer position, the company had just completed 1993 with annual revenues of \$54 million; and when he departed in 2002, Allied Waste had grown significantly to be generating annual revenues of more than \$5.6 billion on his watch.

This phenomenal growth was achieved primarily through the company's acquisition of over 300 individual privately-owned businesses (plus 3 publicly traded corporations), as well as successfully completing dozens of other strategic corporate development projects. Mr. Hannon was personally responsible for completing 65 of the M&A transactions, which contributed new annual revenues of more than over \$500 million.

In 2002, Mr. Hannon founded Valuation Insight. The firm specializes in providing expert M&A transaction advisory services to the owners of privately-held businesses, private equity firms and corporate clients. The firm enjoyed considerable success from 2002 to 2006, closing dozens of M&A transactions and corporate development projects in a variety of industries.

In 2006, he then accepted the position as Vice President of Corporate Development for a national, publicly traded service company, and later served as the Director of Acquisitions & Corporate Development for another publicly traded service company through 2008. This company generated annual revenues of more than \$1 billion at the time. In January of 2009, Mr. Hannon returned to Valuation Insight as President and Principal once again and is now actively involved in every client engagement taken on by the firm.

Valuation Insight specializes in providing professional M&A transaction advisory services to the owners of privately-held service companies, private equity firms and corporate clients, with the goal of completing the sale and/or purchase of well-established businesses at the best possible price and deal terms. The firm typically provides expert M&A transaction advisory services, from origination to closing, for businesses generating annual revenues ranging from \$3 million to \$150 million.

Mr. Hannon is a graduate of the D'Amore-McKim School of Business Administration at Northeastern University in Boston, Massachusetts. He earned his Bachelor of Science degree in Business Administration, graduating with Summa cum Laude honors.