



Exit Strategy for Shareholders through Sale to Strategic Partner.

Deal: Riley Medical Inc sold to Symmetry Medical Inc (NYSE:SMA)

Sector: Medical, Plastics

What T&T Accomplished:

- ③ **Liquidity event for shareholders**
- ③ **Public company acquirer with global reach**

About Riley Medical Inc. (RMI)

Founded in 1983 in Massachusetts, RMI is an independent manufacturer of standard and customized sterilization cases, trays and containers marketed towards mid-to large-size instrument manufacturers. With manufacturing operations located in Auburn, ME and Switzerland, RMI occupies a strong market position in the US and a fast-growing position in Europe.

Challenge

Riley Medical, despite its impressive growth, couldn't fully capitalize on the strong market demand due to its limited financial resources as a middle market company. RMI shareholders were faced with several promising opportunities for growth and realized that timing and execution were critical factors in finding a partner for growth.

Process

Trudeau & Trudeau (T&T) had significant experience in the medical space and was selected by RMI shareholders to explore their options. T&T began an effective and highly selective outreach program to both strategic companies and private equity groups to identify the ideal potential acquirer of RMI. The key criteria for acquisition candidates included a good 'fit' with RMI in terms of providing end-to-end products to clients and acquirers who had relevant experiences in the medical industry.

Results

Symmetry Medical Inc. was identified as one of the preferred acquirers. T&T negotiated for and advised RMI's shareholders. All of the RMI shareholder's objectives were achieved. The shareholders realized a favorable liquidity event, key employee contracts and advisory role to the management until retirement at the end of the year. RMI's acquisition has further solidified Symmetry Medical's market leadership as a one-stop provider of end-to-end products with a stronger customer base through its international presence.

About T&T

Trudeau & Trudeau Associates, Inc (T&T) is a full service M&A advisory firm that provides merger and acquisition, corporate finance and strategic consulting services to client companies and private equity groups. Since its founding in 1982 by the Trudeau brothers, the firms philosophy has been to bring an organized and systematic approach to executing complex merger and acquisition transactions for their clients. The Trudeau brothers are still active partners providing their clients and colleagues with the experience of having successfully completed hundreds of transactions.

Contact

Mike Trudeau
mctrudeau@trudeau-trudeau.com
339-469-8902

John Parnell
jparnell@trudeau-trudeau.com
339-469-8903

Trudeau & Trudeau Associates, Inc.
200 Cordwainer Drive,
Norwell, MA 02061

www.trudeau-trudeau.com