

A LEADING MIDDLE-MARKET INVESTMENT BANK WITH DEEP INDUSTRY EXPERTISE

NATIONWIDE FOOTPRINT AND GLOBAL REACH

FOCUS

Investment Banking



WHO WE ARE

- **Middle market investment bank since 1982**; serving clients from \$5-\$300M in transaction size
- **Nationwide presence** with 38+ bankers and 31+ staff and advisors
- **Deep industry experience** in targeted industry verticals
- **M&A Worldwide** partner firm, providing FOCUS clients local expertise—globally

WHAT WE DO

Sell Side

FOCUS delivers superior results with a systematic, comprehensive sales advisory process targeting the optimal acquirer for each client's business.

Buy Side

FOCUS helps companies grow via targeted acquisition campaigns that reach a wide variety of companies, including companies not actively for sale.

Capital Raise

FOCUS arranges debt and/or equity financing to help fuel client growth.

WHY FOCUS

- Bankers have deep **C-level industry operating experience**, that optimizes our deal execution
- **Customized approach** that is tailored to meet each client's objectives
- All engagements are run by **senior bankers**
- Dedicated **senior research team** with premier research tools and databases, providing **superior research capabilities**
- **Proven track record** of success with strong references

INDUSTRY PRACTICE AREAS

Advanced Manufacturing

Automotive

Business Services

Ecommerce

Food & Beverage

Government, Aerospace & Defense

Industrials & Energy

Healthcare

Human Capital Management

Software & IT

Supply Chain

Telecom

www.focusbankers.com | Atlanta | Los Angeles Metro | Washington, DC Metro

100% employee owned through an ESOP

Securities transactions conducted by FOCUS Securities LLC, an affiliated company, registered broker dealer and member FINRA/SIPC

Feature: Our Healthcare and Life Sciences Team



HEALTHCARE TEAM CONTACTS

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HEALTHCARE AND LIFE SCIENCES

ONE OF THE MOST EXPERIENCED MIDDLE MARKET INVESTMENT BANKING TEAMS IN THE COUNTRY.

Welcome to the FOCUS Healthcare Group. Leveraging years of industry specific transaction experience, our bankers can confidently advise on mergers, acquisitions and raising capital for growing businesses across the Healthcare Industry.

FOCUS clients benefit from our extensive industry relationships and inside knowledge of current valuations and deal structures.

HEALTHCARE TEAM HIGHLIGHTS

- Senior dedicated leaders with deep expertise on industry trends
- Extensive executive-level operating experience
- Experts in Private Equity Physician Practice Management (PPM)
- Vast experience with strategic acquirers, private equity and private equity-backed companies
- Outstanding client references

SELECT TRANSACTIONS

<p>This announcement appears as a matter of record only.</p> <p>Carroll County Tennessee</p> <p>has been acquired by</p> <p>Vision Innovation PARTNERS</p> <p>A FOCUS Managing Director represented Carroll County Surgery Center and introduced this transaction while working at a prior firm.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>CARROLL VISION CENTER</p> <p>has been acquired by</p> <p>Vision Innovation PARTNERS</p> <p>A FOCUS Managing Director represented Carroll Vision Center and introduced this transaction while working at a prior firm.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>ARROW A home and community based services business</p> <p>has been acquired by</p> <p>MOSAIC A home and community based services business</p> <p>The undersigned introduced this transaction, assisted in the negotiations and acted as financial advisor to Arrow Child & Family Ministries.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>CWC OB/GYN OFFICES</p> <p>has been acquired by</p> <p>Women's Care ENTERPRISES</p> <p>A FOCUS Managing Director represented CWC OB/GYN Offices and introduced this transaction while working at a prior firm.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>MICROCONSULT, INC. www.microconsult.com</p> <p>has been acquired by</p> <p>Certified Group</p> <p>The undersigned introduced this transaction, assisted in the negotiations, and acted as financial advisor to Microconsult, Inc.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>EYE CENTER TEXAS</p> <p>has been acquired by</p> <p>EYESOUTH PARTNERS</p> <p>A FOCUS Managing Director represented Eye Center of Texas and introduced this transaction while working at a prior firm.</p> <p>FOCUS</p>
<p>This announcement appears as a matter of record only.</p> <p>BIOLINE</p> <p>has been acquired by</p> <p>Meridian Bioscience, Inc. www.meridianbio.com</p> <p>The undersigned introduced this transaction, assisted in the negotiations, and acted as financial advisor to Bioline.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>OLYMPIA EYE CLINIC</p> <p>has been acquired by</p> <p>NVISION EYE CENTERS</p> <p>A FOCUS Managing Director represented Olympia Eye Clinic and introduced this transaction while working at a prior firm.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>ALPHA SYSTEMS</p> <p>has been acquired by</p> <p>DataBank</p> <p>The undersigned introduced this transaction, assisted in the negotiations and acted as financial advisor to Alpha Systems.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>Rosenbaum Eye & Laser Center</p> <p>has been acquired by</p> <p>MIDWEST VISION PARTNERS</p> <p>A FOCUS Managing Director represented Rosenbaum Eye & Laser Center and introduced this transaction while working at a prior firm.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>Vista SURGICAL CENTER</p> <p>has been acquired by</p> <p>SURGERY PARTNERS</p> <p>A FOCUS Managing Director represented Vista Surgical Center and introduced this transaction while working at a prior firm.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>ncg CARE</p> <p>has acquired</p> <p>THERAPEUTIC INTERVENTIONS</p> <p>The undersigned introduced this transaction, assisted in the negotiations, and acted as financial advisor to ncg CARE.</p> <p>FOCUS</p>

CONDUCTED OVER
225
TRANSACTIONS
FIRMWIDE

40
YEARS OF MIDDLE
MARKET EXPERIENCE

FOCUS

Investment Banking

www.focusbankers.com/healthcare