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 30+ bankers and 15+ 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 a 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

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

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

Turn to learn more about our Advanced Manufacturing Practice

ADVANCED MANUFACTURING

A HIGHLY SEASONED AND KNOWLEDGEABLE INVESTMENT BANKING TEAM DEDICATED TO ASSISTING MIDDLE MARKET OWNERS REALIZE THEIR GOALS.

We are one of the largest industry practices at FOCUS. We come from leadership positions in industry ourselves and can help owners make complex decisions and find the right partner at the right time.

Navigating an exit or growth partnership

Building an enterprise through targeted M&A

• Extensive international reach and research

Additive Manufacturing

Automation Integration

Drones and Autonomous Vehicles

Optics, Photonics and Sensors

Robotics Process Automation

Recapitalizations and distressed situations

AREAS OF FOCUS

- Advanced Materials
- Aerospace and Defense
- Electronic Manufacturing Services (EMS)
- Medical Device Fabrication
- Precision Machining and Metal Components Fabrication
- Semiconductor, Equipment and Materials Manufacturing
 - Robotics and Artificial Intelligence

IoT/Industry 4.0

SAMPLE TRANSACTIONS

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A TEAM WITH **125+ YEARS** OF COMBINED

TRANSACTION EXPERIENCE

FOCUS

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