

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

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

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
- Extensive international reach and research
- Building an enterprise through targeted M&A
- 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
- Additive Manufacturing
- Automation Integration
- Drones and Autonomous Vehicles
- IoT/Industry 4.0
- Optics, Photonics and Sensors
- Robotics Process Automation
- Robotics and Artificial Intelligence

SAMPLE TRANSACTIONS

The image displays a grid of 14 small logos, each representing a company that has been acquired by FOCUS. Each logo includes the company name and a small text box stating 'This announcement appears as a matter of record only' or similar. The logos include: WEG GROUP, AMETEK, TSB Technology, RESILIENCE CAPITAL PARTNERS, optiforms, ARCH, Model Predictive Systems, SM SWISS SYSTEMS, ARCH, AirVAULT, UNIVERSAL, Critical Technology, Inc., GE Aviation, VISION TECHNOLOGY, PRECINMAC, MICROPULSE INVEST, INCODEMA, CORE, and ASML.

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A TEAM WITH
125+ YEARS
OF COMBINED
TRANSACTION EXPERIENCE

FOCUS
Investment Banking

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