

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

Managed Service Provider

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 Industrials and Energy Team



INDUSTRIALS AND ENERGY TEAM CONTACTS

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INDUSTRIALS AND ENERGY

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

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

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

INDUSTRIALS AND ENERGY TEAM HIGHLIGHTS

- Senior dedicated leaders with deep expertise on industry trends
- Strong execution to provide clients with a high level of service
- Vast experience with strategic acquirers, private equity and private equity-backed companies
- Deep relationships with a vast network of industry leaders
- Outstanding client references

SELECT TRANSACTIONS

<p>This announcement appears as a matter of record only.</p> <p>QUANTA SERVICES, INC.</p> <p>has acquired</p> <p>PRICE GREGORY</p> <p>AFOCUS Managing Director represented Quanta Services, Inc. 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>ClearCarbon</p> <p>has been acquired by</p> <p>Deloitte.</p> <p>The undersigned advised this transaction, acted as financial advisor to, and assisted with the negotiation as the representative of ClearCarbon Consulting Inc.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>Planting</p> <p>has been acquired by</p> <p>TERRA CAPITAL a portfolio company of SAW MILL CAPITAL</p> <p>We advised this transaction, acted as financial advisor to, and assisted with the negotiation as the representative of Saw Mill Capital.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>QORE PROPERTY SERVICES</p> <p>has been acquired by</p> <p>S&ME</p> <p>The undersigned advised in the negotiations, acted as financial advisor to, and assisted with the negotiation as the representative of QORE, Inc.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>Environmental Audit, Inc.</p> <p>has been sold to an investment group led by</p> <p>Cadence Management</p> <p>The undersigned advised the transaction, acted as financial advisor to, and assisted with the negotiation as representative of Environmental Audit, Inc.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>VISTA MANUFACTURING</p> <p>has been acquired by</p> <p>TERRA CAPITAL a portfolio company of SAW MILL CAPITAL</p> <p>The undersigned advised the transaction, acted as financial advisor to, and assisted with the negotiation as the representative of Vista Services LLC.</p> <p>FOCUS</p>
<p>This announcement appears as a matter of record only.</p> <p>BLUES IRON</p> <p>has been acquired by</p> <p>TERRA CAPITAL a portfolio company of SAW MILL CAPITAL</p> <p>The undersigned advised the transaction, acted as financial advisor to, and assisted with the negotiation as the representative of Blue Iron Equipment, LLC.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>Voigt & Schaefer</p> <p>has acquired the assets of</p> <p>CLARK INDUSTRIES</p> <p>We advised this transaction, acted as financial advisor to, and assisted with the negotiation as the representative of Clark Industries, LLC.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>BEST OF TRASH</p> <p>received an investment from</p> <p>AMBERJACK CAPITAL & PARTNERS</p> <p>We advised this transaction, acted as financial advisor to, and assisted with the negotiation as the representative of Best of Trash.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>INDUSTRIAL SYSTEMS</p> <p>has been acquired by</p> <p>CLAYTON INDUSTRIES</p> <p>AFOCUS Managing Director represented Industrial Systems, Inc. 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>THERMON</p> <p>has been acquired by</p> <p>Audax Private Equity</p> <p>AFOCUS Managing Director represented Thermon 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>UPL</p> <p>has been acquired by</p> <p>U.S. ZINC</p> <p>AFOCUS Managing Director represented U.S. Phos Iron & Steel Company and introduced this transaction while working at a prior firm.</p> <p>FOCUS</p>

CONDUCTED OVER
150
TRANSACTIONS
FIRMWIDE

OVER
40
YEARS OF MIDDLE
MARKET EXPERIENCE

FOCUS
Investment Banking

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