A LEADING MIDDLE-MARKET INVESTMENT BANK WITH DEEP INDUSTRY EXPERTISE





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

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

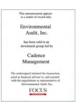
SELECT TRANSACTIONS

























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CONDUCTED OVER

TRANSACTIONS FIRMWIDE

OVER

YEARS OF MIDDLE
MARKET EXPERIENCE



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