

# 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

Managed Service Providers

Software & IT

Supply Chain

Telecom

CONDUCTED OVER

225

TRANSACTIONS  
FIRMWIDE

OVER

40

YEARS OF MIDDLE  
MARKET EXPERIENCE

[www.focusbankers.com](http://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



# INDUSTRIALS & 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 & ENERGY TEAM CONTACTS

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## INDUSTRIALS & 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

This announcement appears as a matter of record only.

has acquired

A FOCUS Managing Director represented Quanta Services, Inc. and introduced this transaction while working at a prior firm.

This announcement appears as a matter of record only.

has been acquired by

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to ClearCarbon Consulting Inc.

This announcement appears as a matter of record only.

has been acquired by

The undersigned assisted in the negotiations and acted as financial advisor to QORE, Inc.

This announcement appears as a matter of record only.

has been acquired by

is a portfolio company of

We initiated the transaction, acted as financial advisor to, and assisted with the negotiations as the representative of Soil Farming.

This announcement appears as a matter of record only.

has been acquired by

A FOCUS Managing Director represented SHV Energy and introduced this transaction while working at a prior firm.

This announcement appears as a matter of record only.

has been acquired by

A FOCUS Managing Director represented Thermon and introduced this transaction while working at a prior firm.

This announcement appears as a matter of record only.

has acquired

A FOCUS Managing Director represented Progressive Water and introduced this transaction while working at a prior firm.

This announcement appears as a matter of record only.

received an investment from

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Best Trash.

This announcement appears as a matter of record only.

has been acquired by

A FOCUS Managing Director represented NCI Building Systems, Inc. and introduced this transaction while working at a prior firm.

This announcement appears as a matter of record only.

has been acquired by

A FOCUS Managing Director represented Reynolds & Reynolds and introduced this transaction while working at a prior firm.

**FOCUS**  
 Investment Banking

[www.focusbankers.com/energy](http://www.focusbankers.com/energy)