

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 \$10-\$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 Aftermarket

Business Services

E-commerce

Food & Beverage

Government, Aerospace & Defense

Industrials & Energy

Healthcare

Human Capital Management

Life Sciences

Managed Service Providers

Software & IT

Supply Chain

Telecom

CONDUCTED OVER

250

TRANSACTIONS FIRMWIDE

OVER

40

YEARS OF MIDDLE MARKET EXPERIENCE

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



E-COMMERCE

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

Welcome to the FOCUS e-commerce group. Leveraging years of industry specific transaction experience, our bankers can confidently advise on mergers, acquisitions and raising capital for growing businesses across the e-commerce industry.

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

E-COMMERCE TEAM HIGHLIGHTS

- Dynamic industry leaders up to date on new technologies
- Former e-commerce CEO with experience scaling and exiting an e-commerce business
- Extensive experience in Amazon FBA, Google Adwords, Social Media, Advertising and Drip Campaigns
- Superb client references
- Strong strategic buyer relationships
- Members of M&A Worldwide; enabling FOCUS to easily execute international transactions

SAMPLE FIRM & SENIOR ADVISOR TRANSACTIONS

<p>This announcement appears as a matter of record only.</p> <p>Pxl</p> <p>has been recapitalized by</p> <p>bv</p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to PxlMEDIA.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>BRP</p> <p>BIOPHON RETAIL PARTNERSHIP</p> <p>has been acquired by</p> <p>EarthLink</p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to BioPhon Retail Partners.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>SLEEPDIRECT</p> <p>has been acquired by</p> <p>BUYPAP</p> <p>This transaction was performed by a senior advisor prior to joining FOCUS.</p>	<p>This announcement appears as a matter of record only.</p> <p>Your Supply Company</p> <p>has been acquired by</p> <p>CartLogic</p> <p>This transaction was performed by a senior advisor prior to joining FOCUS.</p>	<p>This announcement appears as a matter of record only.</p> <p>hyperscale</p> <p>has been acquired by</p> <p>StatBid</p> <p>This transaction was performed by a senior advisor prior to joining FOCUS.</p>	<p>This announcement appears as a matter of record only.</p> <p>CartLogic</p> <p>has been acquired by</p> <p>GRAY BOX</p> <p>This transaction was performed by a senior advisor prior to joining FOCUS.</p>
<p>This announcement appears as a matter of record only.</p> <p>Tempus Nova</p> <p>has been recapitalized by</p> <p>Renovus Capital</p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Tempus Nova, Inc.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>FUTURE TECH HOLDING COMPANY</p> <p>has acquired</p> <p>PDS</p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Future Tech Holding Company.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>TRIBRIDGE</p> <p>has been recapitalized by</p> <p>LLRpartners</p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Tribridge.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>The Microsoft Business of</p> <p>ALLIN</p> <p>Corporation</p> <p>has been acquired by</p> <p>Dell Corporation</p> <p>The undersigned represented, assisted in the negotiations, and acted as financial advisor to Allin Corporation.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>Pepperweed</p> <p>has sold its assets to</p> <p>Cognizant</p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Pepperweed Advisors.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>RESILIENCE</p> <p>CAPITAL PARTNERS</p> <p>has acquired the assets and business of</p> <p>TSS Technologies</p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to TSS Technologies, Inc.</p> <p>FOCUS</p>

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