

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 Aftermarket

Business Services

E-commerce

Food & Beverage

Government & Defense

Industrials & Energy

Healthcare

Human Capital Management

Life Sciences

Supply Chain

Technology Services

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



HEALTHCARE

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

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

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

HEALTHCARE TEAM HIGHLIGHTS

- Senior dedicated leaders with deep expertise on industry trends
- Extensive executive-level operating experience
- Experts in Private Equity Physician Practice Management (PPM)
- Vast experience with strategic acquirers, private equity and private equity-backed companies
- Outstanding client references

SELECT TRANSACTIONS

<p>This announcement appears as a matter of record only.</p> <p>Carroll County Surgery Center</p> <p>has been acquired by</p> <p>Vision Innovation PARTNERS</p> <p>A FOCUS Managing Director represented Carroll County Surgery Center and introduced the transaction while working at a prior firm.</p>	<p>This announcement appears as a matter of record only.</p> <p>CARROLLVISION CENTER</p> <p>has been acquired by</p> <p>Vision Innovation PARTNERS</p> <p>A FOCUS Managing Director represented Carroll Vision Center and introduced the transaction while working at a prior firm.</p>	<p>This announcement appears as a matter of record only.</p> <p>Arrow Acute & Urgent Care Centers</p> <p>sold its home and community based services business to</p> <p>MOSAIC All life of possibilities for people with medical conditions.</p> <p>The undersigned initiated this transaction, assisted in the negotiations and acted as financial advisor to Arrow Care & Family Members.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>EWG EMERGENT CARE CENTER</p> <p>has been acquired by</p> <p>Women's Care</p> <p>A FOCUS Managing Director represented EWG Emergent Care Center and introduced the transaction while working at a prior firm.</p>	<p>This announcement appears as a matter of record only.</p> <p>MICROCONSULT, INC. www.microconsult.com</p> <p>has been acquired by</p> <p>Certified Group</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Microconsult, Inc.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>EYE CENTER OF TEXAS</p> <p>has been acquired by</p> <p>EYESOUTH PARTNERS</p> <p>A FOCUS Managing Director represented Eye Center of Texas and introduced the transaction while working at a prior firm.</p>
<p>This announcement appears as a matter of record only.</p> <p>BIOLINE</p> <p>has been acquired by</p> <p>Meridian Bioscience, Inc.</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Bioline.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>OLYMPIA EYE CLINIC</p> <p>has been acquired by</p> <p>NVISION EYE CENTERS</p> <p>A FOCUS Managing Director represented Olympia Eye Clinic and introduced the transaction while working at a prior firm.</p>	<p>This announcement appears as a matter of record only.</p> <p>ALPHASYSTEMS</p> <p>has been acquired by</p> <p>DataBank</p> <p>The undersigned initiated this transaction, assisted in the negotiations and acted as financial advisor to Alpha Systems.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>Rosenbaum Eye & Laser Center</p> <p>has been acquired by</p> <p>MIDWEST VISION</p> <p>A FOCUS Managing Director represented Rosenbaum Eye & Laser Center and introduced the transaction while working at a prior firm.</p>	<p>This announcement appears as a matter of record only.</p> <p>Vista SURGICAL CENTER</p> <p>has been acquired by</p> <p>SURGERY PARTNERS</p> <p>A FOCUS Managing Director represented Vista Surgical Center and introduced the transaction while working at a prior firm.</p>	<p>This announcement appears as a matter of record only.</p> <p>nvg CARE</p> <p>has acquired</p> <p>THERAPEUTIC INTERVENTIONS</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to nvg CARE.</p> <p>FOCUS</p>

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