



FOCUS

Seasoned, Systematic, SuccessfulSM

Investment Banking

FOCUS Investment Banking LLC is a leading investment bank with specialized automotive services expertise focused on:

Collision repairers
Mechanical and lubrication services
Retailers

Product manufacturers
Equipment suppliers
Specialized service providers



Investment Banking Services

M&A and Capital Formation are the cornerstones of growth and value creation for entrepreneurial businesses. We deliver services highly tailored to emerging middle market companies and entrepreneurs including:

M&A Services to Sellers and Buyers

We help our clients grow their businesses, diversify, meet competitive challenges and ultimately realize the value of their efforts and investments.

Capital Formation Including Debt and Equity Placements

We help our clients find the investors and lenders that allow them to grow the scale of their operations, balance their risks and partner with others.



FOCUS Automotive Services Group

The FOCUS Automotive Services Group provides M&A advisory, debt and equity financing, strategic advice and independent research to entrepreneurs, investors and lenders in key segments of the automotive services industry. Our experienced M&A professionals and Senior Advisors have broad backgrounds in business as well as specific industry experience in each of their dedicated sectors. Together, they leverage years of experience to personally manage transactions from inception to close. The FOCUS team has concluded hundreds of millions in transactions in this industry. Our deep relationships with industry leaders, consultants, private equity investors and a variety of lenders enable us to assist our clients in growing their businesses, finding partners and realizing value throughout the life of their endeavors.

FOCUS provides investment banking and advisory services to emerging middle market companies and entrepreneurs including:

- **Sell-side M&A**
We assist companies in selling their businesses and gaining liquidity for their efforts and investments.
- **Buy-side M&A**
We help companies and investment groups grow through acquisition programs.
- **Capital Formation**
We help companies raise capital for growth or recapitalization through both debt and equity transactions.
- **Strategic Consulting Services**
We help our clients identify, quantify and develop plans to realize growth and liquidity opportunities.

Our client's success is the result of FOCUS' disciplined processes and direct execution by our Managing Directors who:

- Engage in a proven transaction methodology for delivering results
- Bring C-level operating experience together with years of middle market investment banking success
- Deliver exact and comprehensive research and analysis from a dedicated research staff
- Deliver the global reach of a national firm with hands-on regional bankers

Together, this combination delivers outcomes to our clients that have earned FOCUS an outstanding reputation among middle-market investment banking firms.

Members of the FOCUS Automotive Services Group attend many conferences and meetings. We hope to see you at one of these events and look forward to exploring your capital market needs.

For immediate information, please contact Team Leader David Roberts at david.roberts@focusbankers.com or (510) 444 1173.



FOCUS Automotive Services Team



David Roberts

*Automotive Team Leader
and Managing Director, San Francisco*
david.roberts@focusbankers.com
510-444-1173

As the co-founder and former Chairman of Caliber Collision, the world's largest collision repairer, David brings unparalleled knowledge and experience to his advisory and M&A work in the collision repair industry. He wrote the book on how to change, grow and thrive in this intensely competitive industry. Helping raise more than \$125 million in capital for Caliber and other providers, he also led Caliber's acquisition of 37 individual shops and Multiple Shop Operators.



Paul Richey

*Regional Managing Director,
Los Angeles*
paul.richey@focusbankers.com
213-943-1395

Paul brings to the Group the discipline of a former KPMG Managing Partner, the skill and imagination of an entrepreneur in multiple industries and the experience of leading many M&A engagements in the quick-lube, car wash and fuel distribution industries.



Gail M. Simpson, PhD

Senior Advisor, Oakland
gail.simpson@focusbankers.com
510-452-2910

Co-founder of two consulting and insurance services firms dedicated to the automobile insurance industry, Dr. Simpson brings a deep knowledge of insurance operations, practices and strategies to the FOCUS team.



Michael McGregor

Managing Director, Charlotte
michael.mcgregor@focusbankers.com
704-369-5900

A veteran of more than 20 years in all facets of the retail tire business with Firestone and Bridgestone Tire companies, Michael also was the founder and Vice-President of AutoPact Car Service, the nation's first "HMO for Car Care". His current focus is on multiple shop operators of non-dealer automotive services.



Douglas E. Rodgers

Chief Executive Officer, Washington, DC
doug.rodgers@focusbankers.com
202-470-1961

Douglas E. Rodgers has led FOCUS since 2002 as its CEO and Managing Partner. Following his career as a senior executive in diverse industries from aerospace to e-commerce and government contracting, Doug has led many of the firm's most complex and demanding engagements. He is a leading figure in the investment banking community of Washington, DC.



Jonathan E. Wilfong

*Partner and Regional Managing Director,
Atlanta*
jonathan.wilfong@focusbankers.com
404-963-8252

A former Price Waterhouse Partner Jonathan has deep experience in a wide variety of multi-location service businesses. As one of Atlanta's great car enthusiasts, he buys, restores and drag races classic automobiles from the 1960's.



About FOCUS Investment Banking LLC

FOCUS Investment Banking LLC provides a range of middle market investment banking services with an emphasis on mergers, acquisitions, divestitures and corporate finance. FOCUS is a national firm serving clients from offices in major cities across the United States. FOCUS specializes in business units with transactions or revenues in the \$5-300 million range, serving entrepreneurs, corporate owners and various types of investors across a broad range of industries, throughout the U.S. and worldwide. FOCUS bankers are seasoned operating and financial executives with extensive transaction experience. Securities transactions conducted by FOCUS Securities LLC, an affiliated company, registered Broker/Dealer and member FINRA/SIPC.

For more information on FOCUS, visit www.focusbankers.com.

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FOCUS

Investment Banking

MID-ATLANTIC REGION

FOCUS Investment Banking LLC
Headquarters
1133 20th Street, NW
Suite 200
Washington, DC 20036
202.785.9404
202.785.9413 (fax)

SOUTHEAST REGION

FOCUS Investment Banking LLC
Atlanta Office
3353 Peachtree Road, NE
Suite 1160
Atlanta, GA 30326
404.504.8620
404.814.9141 (fax)

WESTERN REGION

FOCUS Investment Banking LLC
Los Angeles Office
355 South Grand Avenue
Suite 2450
Los Angeles, CA 90071
213.943.1395
213.943.1397 (fax)

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