

If you have
a vision for your
company, you need
FOCUS

Seasoned, Systematic, SuccessfulSM

FOCUS

Investment Banking

Seasoned Systematic Successful

Strategic acquisitions. Exit strategies. Global expansion. Corporate finance. Diversified offerings. The U.S. middle market is constantly active, and in today's global M&A environment, the middle market remains viable despite the volatile conditions affecting the bulge bracket space.

The seasoned, systematic and successful process of FOCUS distinguishes us from other middle market investment banking firms. As a proven, results-oriented firm, we are a driving force to help you achieve your company's strategic vision and goals.

SEASONED

expertise for over three decades

For over 30 years, FOCUS clients have relied on us for unique middle market investment banking solutions that produce results. Our good name was built upon companies who repeatedly turn to us for seasoned operating experience, an extensive research department and, most importantly, unparalleled strategic insight.

As an added benefit, the majority of our bankers have been C-level operating executives. We have stood in your shoes, and we are suited to guide you with a 360-degree view of all strategic options.

Our bankers have successfully executed hundreds of transactions across a broad range of market segments. As a generalist firm, FOCUS is comprised of various industry-related teams, which include:

Education and Human Capital

Energy

General Middle Market Businesses

Government, Aerospace and Defense

Healthcare and Life Sciences

Information Technology

Telecommunications, Wireless and Media

SYSTEMATIC

mindset backed by value-driven services

Liquidity Events and Divestiture

Whether you are a retiring baby boomer seeking exit strategies, a business owner looking for diversification or a corporation seeking to divest a business unit we are able to help you realize maximum value.

Strategic Acquisitions

Our firm understands that acquisitions are strategic and have long-lasting consequences. We work with clients to develop a solid acquisition strategy and generally execute the plan hand-in-hand with our client.

Corporate Valuations

Companies require valuations for numerous reasons: stock options, ESOPs, M&A intangibles, taxes, fairness opinions and litigation. FOCUS combines real-world experience with analytical expertise to deliver sound valuations.

Advisory Services

Since strategy is the driving force of our firm, we work with you to identify the full spectrum of strategic options available to your company. FOCUS bankers can provide market research and strategic, business and financial planning—all for the purpose of reaching the final business goal.

Corporate Finance: Debt and Equity Financing

Corporate financing is integral to growing a business, making acquisitions or simply planning for your company's financial future. In the past, as a sound, middle market business, you could depend on your bank for the capital needed to fund growth.

In this new capital constrained world, you must look for alternative sources. FOCUS' Capital Financing Team has decades of experience helping middle market businesses fund growth.

We have extensive relationships with firms that provide both debt and equity financing and we continually seek new sources that are focused on the needs of our clients. Once funding is found, we serve as your guide through the perils of due diligence, documentation and funding.

SUCCESSFUL

strategy executed through a proven process

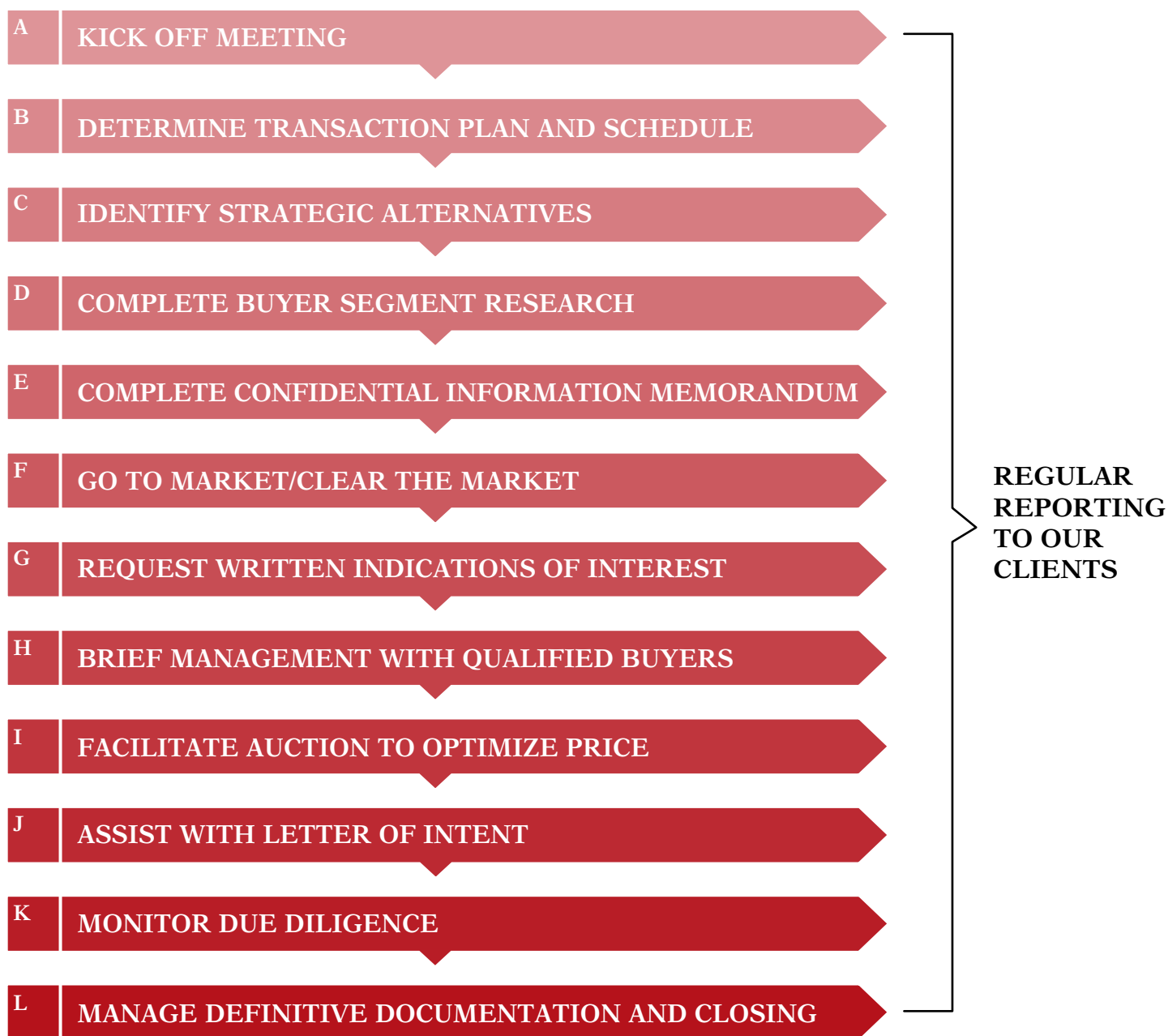
Our systematic, disciplined and proven transaction process distinguishes us within the middle market. Often cited by clients as a unique strength of our firm, our process is designed to optimize the value of your transaction and contribute to your overall corporate success.

This strategy is well-documented and keeps clients informed at every stage. Along with over two decades of practice in the middle market and our dedicated research department, our process leverages the firm's operating experience. The public and proprietary resources available to our research department allow us to provide up-to-the-minute market knowledge and to delve deeper into an industry in order to identify opportunities that may not have otherwise been discovered.

FOCUS strives to be a unique investment banking firm whose primary objective is to deliver exceptional results that assist our clients in making their vision a reality.

SUCCESSFUL

strategy executed through a proven process



Our systematic, open and proven transaction process is the force behind FOCUS.

RESULTS

that speak for themselves

These testimonials may not be representative of the experience of all clients; testimonials are not a guarantee of future performance or success.

“Not only did FOCUS demonstrate thoughtful analysis of our industry but they also followed a strategic methodology and guided our management team throughout the process. The transaction exceeded our expectations and resulted in the most beneficial outcome.”

— Les Rosenthal, Board Member and Investor
Clear Carbon Consulting, Inc. (Virginia),
purchased by Deloitte LLP (New York)

“We were delighted when the FOCUS research team identified a public company operating in a related field that had interest in entering our service line. FOCUS provided invaluable wisdom and assistance throughout the due diligence process and right through to the closing day.”

— Alan Rose, Co-Founder and Principal
Verify Solutions (Georgia), purchased by
HMS Holdings Corporation (New York)

“FOCUS did everything possible to maximize value for our shareholders and bring us the best strategic partner. Their intimate knowledge of our marketplace and depth of experience was the key to achieving our overall objectives in this transaction.”

— Don Sweeney, Co-CEO
Emerging Solutions (Illinois), purchased
by Emtec, Inc. (New Jersey)

“Given their cross border transaction experience and their broad U.S. coverage, FOCUS was the perfect firm to help us realize our goals. The transaction was managed in a timely manner with little disruption to our business. We could not have done the deal without them.”

— Barrie Prescott, CEO
Avialec (United Kingdom), purchased
by KAPCO/VALTEC (California)

One unique focus: your **VISION**

Companies regularly face crossroads, making tough decisions and seeking smart solutions.

For over 30 years, FOCUS has helped mid-size companies realize success. Delivering exceptional results through a proven process, our savvy investment banking team and in-house research department make our client's vision a reality.

If you have vision, you need FOCUS.

Visit www.focusbankers.com today to learn more.

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