

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
& Automation

Automotive

Business Services

Ecommerce

Energy

Government,
Aerospace & Defense

Healthcare

Human Capital
Management

Software & IT

Supply Chain

Telecom

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

Turn to learn more about
our Ecommerce Practice



ECOMMERCE PRACTICE

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

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

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

ECOMMERCE TEAM HIGHLIGHTS

- Dynamic industry leaders up to date on new technologies
- Former Ecommerce CEO with experience scaling and exiting an Ecommerce 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>has been acquired by</p> <p>EarthLink</p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Boston Retail Partners.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>SLEEP DIRECT</p> <p>has been acquired by</p> <p>BUYPAP</p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Tridge.</p> <p>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>The undersigned related this transaction, 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>Flippy</p> <p>has been acquired by</p> <p>CartLogic</p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Pepperweed.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>CartLogic</p> <p>has been acquired by</p> <p>Logi</p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to TSS Technologies, Inc.</p> <p>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 Tridge.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>The Microsoft Business of</p> <p>Allin 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.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>Resilience</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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CONDUCTED OVER
130
 TRANSACTIONS
 FIRMWIDE

OVER
35
 YEARS OF MIDDLE
 MARKET EXPERIENCE

FOCUS
 Investment Banking

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