

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

Business Services

Ecommerce

Food & Beverage

Government, Aerospace & Defense

Industrials & Energy

Healthcare

Human Capital Management

Software & IT

Supply Chain

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Turn to learn more about our Ecommerce Practice

