

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

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

<small>This announcement appears as a matter of record only.</small> Pxl has been recapitalized by bv <small>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to PxlMedia.</small> FOCUS	<small>This announcement appears as a matter of record only.</small> BRP BUREAU RETAIL PARTNERS has been acquired by EarthLink <small>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Bureau Retail Partners.</small> FOCUS	<small>This announcement appears as a matter of record only.</small> SLEEPDIRECT has been acquired by BUYPAP <small>This transaction was performed by a senior advisor prior to joining FOCUS.</small>	<small>This announcement appears as a matter of record only.</small> Your Supply Company has been acquired by CartaLogic <small>This transaction was performed by a senior advisor prior to joining FOCUS.</small>	<small>This announcement appears as a matter of record only.</small> hyperscale has been acquired by StatBid <small>This transaction was performed by a senior advisor prior to joining FOCUS.</small>	<small>This announcement appears as a matter of record only.</small> CartaLogic has been acquired by GRAY BOX <small>This transaction was performed by a senior advisor prior to joining FOCUS.</small>
<small>This announcement appears as a matter of record only.</small> TV NOVA has been recapitalized by RENOVUS CAPITAL <small>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Tempus News, Inc.</small> FOCUS	<small>This announcement appears as a matter of record only.</small> FUTURETECH HOLDING COMPANY has acquired PDS <small>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to FutureTech Holding Company.</small> FOCUS	<small>This announcement appears as a matter of record only.</small> TRIBRIDGE has been recapitalized by LLRpartners <small>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Tribridge.</small> FOCUS	<small>This announcement appears as a matter of record only.</small> The Microsoft Business of ALLIN Corporation has been acquired by Dell Corporation <small>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Allin Corporation.</small> FOCUS	<small>This announcement appears as a matter of record only.</small> Pepperweed has sold its assets to Cognizant <small>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Pepperweed Advisors.</small> FOCUS	<small>This announcement appears as a matter of record only.</small> RESILIENCE CAPITAL PARTNERS has acquired the assets and business of TSS Technologies <small>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to TSS Technologies, Inc.</small> FOCUS

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CONDUCTED OVER
225
TRANSACTIONS
FIRMWIDE

ALMOST
40
YEARS OF MIDDLE
MARKET EXPERIENCE

FOCUS
Investment Banking

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