

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

Managed Service Providers

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 Food & Beverage team



FOOD & BEVERAGE TEAM CONTACTS

BILL BATTISON

Managing Director and
Food & Beverage Team Leader
818-516-2277
bill.battison@focusbankers.com

PAUL DICKSON

Managing Director
503-830-6582
paul.dickson@focusbankers.com

JOHN GRADY

Managing Director
737-222-4122
john.grady@focusbankers.com

FOOD & BEVERAGE

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

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

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

FOOD & BEVERAGE TEAM HIGHLIGHTS

- Senior dedicated leaders with deep expertise on industry trends
- Extensive executive-level operating experience
- Vast experience with strategic acquirers, private equity and private equity-backed companies
- Outstanding client references

SECTOR EXPERIENCE

- Spirits, Wine, and Hard Cider
- Sustainable Seafood
- Organic, Natural, and Healthy Foods
- Baby Food
- Ethnic Foods
- Pasta Manufacturing
- Sauce Makers
- Gourmet Teas
- Pizza Manufacturing
- Restaurant Chains
- Dessert Makers
- Beef, Pork, Veal, and Poultry
- Alternative Protein Based Products
- Vegan, Pita, and Artisan Bread Manufacturing
- Bagel Manufacturing
- Kombucha Manufacturer
- Other

RECENT TRANSACTIONS

This announcement appears as a matter of record only.

finewine
has been acquired by
Private Buyer

The undersigned introduced this transaction, assisted in the negotiations, and acted as financial advisor to Finewine.com.

FOCUS
Investment Banking

This announcement appears as a matter of record only.

Joseph's Gourmet Pasta
has been acquired by
Nestlé

A FOCUS Managing Director represented Joseph's Gourmet Pasta and introduced this transaction while working at a prior firm.

This announcement appears as a matter of record only.

Clearfresh Seafoods
has been acquired by
LONRHO

A FOCUS Managing Director represented Clearfresh Seafoods and introduced this transaction while working at a prior firm.

This announcement appears as a matter of record only.

little big burger
has been acquired by
CHAN/CLEER HOLDINGS

A FOCUS Managing Director represented Little Big Burger and introduced this transaction while working at a prior firm.

This announcement appears as a matter of record only.

Private Investors have provided an equity infusion to
yummy spoontinis
organics for kids

A FOCUS Managing Director represented Yummy Spoontinis while working at a prior firm.

This announcement appears as a matter of record only.

Millers
has been acquired by
A Family Office

A FOCUS Managing Director represented Millers (Thea's Library) and introduced this transaction while working at a prior firm.

This announcement appears as a matter of record only.

WorldCatch Foods LLC
has been acquired by
Rich-SunPa Corporation

The undersigned introduced this transaction, acted as financial advisor, and assisted in the negotiations on behalf of the Seller/Company.

FOCUS
Investment Banking

This announcement appears as a matter of record only.

Equity restructuring done for a premium coffee company
DEVOCIÓN

A FOCUS Managing Director consulted in the restructuring of Devoción Coffee while working at a prior firm.

CONDUCTED OVER
225
TRANSACTIONS
FIRMWIDE

40
YEARS OF
MIDDLE MARKET
EXPERIENCE

FOCUS
Investment Banking

www.focusbankers.com/food-and-beverage