

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

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

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

CONDUCTED OVER

225

TRANSACTIONS
FIRMWIDE

OVER

40

YEARS OF MIDDLE
MARKET EXPERIENCE



TEAM CONTACTS

JOHN SLATER

Team Leader
Southeast USA
901.684.1274

john.slater@focusbankers.com

JOHN BRADSHAW

West Coast/Texas
541.306.6451

john.bradshaw@focusbankers.com

BRENT COSTELLO

Southwest USA
213-943-1395

brent.costello@focusbankers.com

PAUL DICKSON

Additive Manufacturing
503.830.6582

paul.dickson@focusbankers.com

CRAIG LADKIN

Western/PacificNorthwest USA
541.390.5005

craig.ladkin@focusbankers.com

JORGE MACEYRAS

Northeast/Midwest USA
202.643.2569

jorge.maceyras@focusbankers.com

ADVANCED MANUFACTURING

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

We are one of the largest industry practices at FOCUS. We come from leadership positions in industry ourselves and can help owners make complex decisions and find the right partner at the right time.

- Navigating an exit or growth partnership
- Building an enterprise through targeted M&A
- Extensive international reach and research
- Recapitalizations and distressed situations

AREAS OF FOCUS

- Advanced Materials
- Aerospace and Defense
- Electroinc Manufacturing Services (EMS)
- Medical Device Fabrication
- Precision Machining and Metal Components Fabrication
- Additive Manufacturing
- Automation Integration
- Drones and Autonomous Vehicles
- IoT/Industry 4.0
- Optics, Photonics and Sensors
- Robotics Process Automation
- Robotics and Artificial Intelligence

SAMPLE TRANSACTIONS

This announcement appears as a matter of record only.

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to VTD Technologies.

FOCUS

This announcement appears as a matter of record only.

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Micropulse West.

FOCUS

This announcement appears as a matter of record only.

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to ARCH Global Precision, LLC.

FOCUS

This announcement appears as a matter of record only.

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to HE Precision Manufacturing, Inc.

FOCUS

This announcement appears as a matter of record only.

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Embree, Inc.

FOCUS

This announcement appears as a matter of record only.

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to VTD Technologies, Inc.

FOCUS

This announcement appears as a matter of record only.

The undersigned co-managed this transaction with Rocco Michael of Manchester, UK. This transaction was the November 2019 M&A Vertical Deal of the Year.

FOCUS

This announcement appears as a matter of record only.

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Critical Technologies, Inc.

FOCUS

This announcement appears as a matter of record only.

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Universal Aerospace, LLC.

FOCUS

This announcement appears as a matter of record only.

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to ICAPE Group.

FOCUS

This announcement appears as a matter of record only.

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Smiths Machine, LLC.

FOCUS

This announcement appears as a matter of record only.

The undersigned assisted in the negotiations, and acted as financial advisor to Viber Northwest, Inc.

FOCUS

FOCUS
Investment Banking

www.focusbankers.com/advanced-manufacturing