

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 \$10-\$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,

INDUSTRY PRACTICE AREAS

Advanced Manufacturing

Automotive

Business Services

E-commerce

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



AUTOMOTIVE

ONE OF THE MOST EXPERIENCED AUTOMOTIVE AFTERMARKET TEAMS IN THE COUNTRY.

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

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

AUTOMOTIVE TEAM HIGHLIGHTS

- Extensive expertise in collision repairers, paint jobbers, tire & service centers and automotive dealers
- Successfully advised well over twenty clients and close to \$500 million in revenues in recent years
- Analytical research and data driven approach - strategic and financial buyers only
- Strong client references
- 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>has been acquired by</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Performance Collision Centers.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>has been acquired by</p> <p>A FOCUS Managing Director represented Cal Omega and proposed this transaction while working at a prior firm.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>has been acquired by</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Price's Collision Centers.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>has been acquired by</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to McLear's Tires & Automotive Centers.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>has been acquired by</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Herb's Tires & Auto.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>has been acquired by</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Alamo Auto Body and Detail, Inc.</p> <p>FOCUS</p>
<p>This announcement appears as a matter of record only.</p> <p>has been acquired by</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Robert W Maller Inc.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>has been acquired by</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Guaranty Super Centers.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>has been acquired by</p> <p>The undersigned initiated this transaction, assisted in the negotiations and acted as financial advisor to TireDirect Tire, Inc.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>has been acquired by</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Travelers Tire & Auto.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>has been acquired by</p> <p>The undersigned initiated this transaction, assisted in the negotiations and acted as financial advisor to Valley Motor Center.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>has been acquired by</p> <p>A FOCUS Managing Director represented Valley Motor Auto Group and introduced this transaction while working at a prior firm.</p> <p>FOCUS</p>

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