

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

CONDUCTED OVER

225

TRANSACTIONS
FIRMWIDE

OVER

40

YEARS OF MIDDLE
MARKET EXPERIENCE

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



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.

has been acquired by

Private Buyer

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

This announcement appears as a matter of record only.

has been acquired by

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

This announcement appears as a matter of record only.

has been acquired by

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

This announcement appears as a matter of record only.

has been acquired by

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

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

This announcement appears as a matter of record only.

has been acquired by

A Family Office

A FOCUS Managing Director represented Milk & Honey and introduced this transaction while working at a prior firm.

This announcement appears as a matter of record only.

has been acquired by

A FOCUS Managing Director represented WorldCatch Foods LLC and introduced this transaction while working at a prior firm.

This announcement appears as a matter of record only.

Equity restructuring done for a premium coffee company

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

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

FOCUS
 Investment Banking

www.focusbankers.com/food-and-beverage