

# 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](http://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



## TEAM CONTACTS

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# GOVERNMENT, AEROSPACE & DEFENSE

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

The implementation of **new technologies** is transforming the **U.S. Government** and its defense capabilities at an unprecedented pace:

- Government agencies are increasing **digitization** of operations and utilizing **Artificial Intelligence, Machine Learning and Data Analytics** to transform security and efficiency of the nation
- Aerospace & Defense sectors are developing an array of **Unmanned Aerial Vehicles and next generation equipment**—each with **advanced electronics and lightweight, composite materials** that enhance war-fighter superiority across all theaters

## AREAS OF FOCUS

- IT and Cybersecurity
- Healthcare and Life Sciences
- PMO, Acquisition Support and Human Capital Management
- C4ISR
- Modeling and Simulation
- Defense Electronics and Avionics
- Critical Infrastructure Protection
- Space Systems and Satellite Communication
- Logistics and Mission Support
- Management, Consulting and Professional Services

## SAMPLE TRANSACTIONS

<p>This announcement appears as a matter of record only.</p> <p><b>Avar Consulting, Inc.</b> has been acquired by</p> <p><b>AMDEX</b></p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Avar Consulting, Inc.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>iBiz</b> has been acquired by</p> <p><b>Chickasaw</b></p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to DIGITALBiz.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>BLACK DIAMOND</b> has been acquired by</p> <p><b>Sagamore Capital</b></p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Black Diamond Advanced Technology, LLC.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>CHENEGG CORPORATION</b> has acquired</p> <p><b>VENTURA</b></p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Chenegg Corporation.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>EMBEE</b> has been acquired by</p> <p><b>Triumph Group, Inc.</b></p> <p>The undersigned initiated this transaction, assisted in the negotiations and acted as financial advisor to Embree, Inc.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>Forgentum</b> has been sold to</p> <p><b>fulcrum</b></p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Forgentum.</p> <p><b>FOCUS</b></p>
<p>This announcement appears as a matter of record only.</p> <p><b>KMS Solutions, LLC</b> has been acquired by</p> <p><b>SUBSYSTEMS</b></p> <p>The undersigned initiated this transaction, assisted in the negotiations and acted as financial advisor to KMS Solutions, LLC.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>Panum</b> has been recapitalized by</p> <p><b>RENOCUS CAPITAL</b></p> <p>The undersigned initiated this transaction, assisted in the negotiations and acted as financial advisor to Panum Technon.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>SC</b> has acquired</p> <p><b>UNIVERSAL</b></p> <p>The undersigned initiated this transaction, assisted in the negotiations and acted as financial advisor to Strength Capital, LLC.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>TAKATA</b> has acquired</p> <p><b>SAE Systems Safety Products, Inc.</b> and <b>SCHROTH</b> <b>Schroth Safety Products, GmbH,</b> subsidiaries of <b>BAE SYSTEMS</b></p> <p>The undersigned assisted in the negotiations and acted as financial advisor to Takata Corporation.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>core180</b> has been acquired by</p> <p><b>HARRIS</b></p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Core180.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>telesis</b> has acquired</p> <p><b>endeavor</b></p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Telesis Corporation.</p> <p><b>FOCUS</b></p>

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