

# 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

E-commerce

Food & Beverage

Government, Aerospace & Defense

Industrials & Energy

Healthcare

Human Capital Management

Life Sciences

Managed Service Providers

Software & IT

Supply Chain

Telecom

CONDUCTED OVER

# 225

TRANSACTIONS FIRMWIDE

# 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



# LIFE SCIENCES


## A DEDICATED AND EXPERIENCED MIDDLE MARKET INVESTMENT BANKING TEAM

Welcome to the FOCUS Life Sciences Group. Leveraging years of industry specific transaction experience, our bankers can confidently advise on mergers, acquisitions and raising capital for growing businesses across the Life Sciences industry. Our dedicated leaders have deep expertise on industry trends with executive-level operating experience.


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

## SELECT TRANSACTIONS


This announcement appears as a matter of record only.



has been acquired by



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



This announcement appears as a matter of record only.




has been acquired by



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




This announcement appears as a matter of record only.




Selly, England


has been acquired by




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




This announcement appears as a matter of record only.



has been acquired by



The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Pleiad Devices, Ltd.



This announcement appears as a matter of record only.



has been acquired by



The undersigned assisted in the negotiations and acted as financial advisor to Tectrol.



## LIFE SCIENCES TEAM CONTACTS



**James (Jim) W. Hawkins, MBA, PhD**  
Managing Director  
[Jim.Hawkins@focusbankers.com](mailto:Jim.Hawkins@focusbankers.com)  
Phone: 240-354-7300



**Evans Love, MS**  
Principal  
[Evans.Love@focusbankers.com](mailto:Evans.Love@focusbankers.com)  
Phone: 301-938-9337