

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 Aftermarket

Business Services

E-commerce

Food & Beverage

Government & Defense

Industrials & Energy

Healthcare

Human Capital Management

Supply Chain

Technology Services

Telecom

CONDUCTED OVER

250

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



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

TEAM CONTACTS

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AREAS OF FOCUS

- Advanced Materials
- Aerospace and Defense
- Electronic 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.

V/D Technologies has been acquired by ARCH Industrial.

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

FOCUS

This announcement appears as a matter of record only.

Micropulse West Team Specialists, Inc. Machining has been acquired by Incodema, a portfolio company of Core Industrial.

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.

ARCH has acquired Morsch Machine.

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.

Micrograde has merged with HBS Manufacturing Group.

CFB financing was provided by ALDINE.

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

FOCUS

This announcement appears as a matter of record only.

EMBEE has been acquired by Triumph Group, Inc.

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

FOCUS

This announcement appears as a matter of record only.

V/D Technologies has acquired FEMAC.

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

FOCUS

This announcement appears as a matter of record only.

WEC GROUP has been acquired by amari metals.

The undersigned co-managed this transaction with Michael de Moneville, US. This transaction was the November 2010 M&A Worldwide Deal of the Year.

FOCUS

This announcement appears as a matter of record only.

Critical Technologies, Inc. dba AirVAULT has been acquired by GE Aviation.

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.

SNC has acquired UNIVERSAL.

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

FOCUS

This announcement appears as a matter of record only.

DIVSYS has acquired ICAF Group.

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

FOCUS

This announcement appears as a matter of record only.

SM SMITH BARLOWE has been acquired by ARCH GLOBAL PRECISION.

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

FOCUS

This announcement appears as a matter of record only.

VIPER NORTHWEST has been acquired by PRECINMAC.

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

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www.focusbankers.com/advanced-manufacturing