

# 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

## Industry Practice Areas

Advanced Manufacturing  
Automotive Aftermarket  
Business Services  
E-commerce  
Food & Beverage  
Government & Defense  
Industrials & Energy  
Healthcare  
Human Capital Management  
Life Sciences  
Supply Chain  
Technology Services  
Telecom

CONDUCTED OVER

# 250

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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## 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

## AREAS OF FOCUS

- Advanced Materials
- Aerospace and Defense
- Electronic Manufacturing Services
- 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.

The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to VTD Technologies.

FOCUS

This announcement appears as a matter of record only.

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

FOCUS

This announcement appears as a matter of record only.

The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to North Machine, LLC.

FOCUS

This announcement appears as a matter of record only.

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

FOCUS

This announcement appears as a matter of record only.

The undersigned advised 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.

The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to VTD Technologies, Inc.

FOCUS

This announcement appears as a matter of record only.

The undersigned managed this transaction with WEC Group of America, Inc. This M&A transaction was named the 2018 M&A/Restructuring Deal of the Year.

FOCUS

This announcement appears as a matter of record only.

The undersigned advised 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.

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

FOCUS

This announcement appears as a matter of record only.

The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to SM SMITHS MATHEW.

FOCUS

This announcement appears as a matter of record only.

The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Viber Northwest, Inc.

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