

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 | 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



E-COMMERCE

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

Welcome to the FOCUS e-commerce group. Leveraging years of industry specific transaction experience, our bankers can confidently advise on mergers, acquisitions and raising capital for growing businesses across the e-commerce industry.

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

E-COMMERCE TEAM HIGHLIGHTS

- Dynamic industry leaders up to date on new technologies
- Former e-commerce CEO with experience scaling and exiting an e-commerce business
- Extensive experience in Amazon FBA, Google Adwords, Social Media, Advertising and Drip Campaigns
- Superb client references
- Strong strategic buyer relationships
- Members of M&A Worldwide; enabling FOCUS to easily execute International transactions

SAMPLE TRANSACTIONS

<p><small>This announcement appears as a matter of record only.</small></p> <p>Stralleria</p> <p>has been acquired by</p> <p>Worac Growth Partners</p> <p><small>FOCUS</small></p>	<p><small>This announcement appears as a matter of record only.</small></p> <p>golfclubs.com</p> <p>has been acquired by</p> <p>ROCK BOTTOM GOLF</p> <p><small>A FOCUS Senior Advisor represented golfclubs.com and introduced the transaction while working at a prior firm.</small></p> <p><small>FOCUS</small></p>	<p><small>This announcement appears as a matter of record only.</small></p> <p>hyperscale</p> <p>has been acquired by</p> <p>StatBid</p> <p><small>A FOCUS Senior Advisor represented hyperscale.com and introduced the transaction while working at a prior firm.</small></p> <p><small>FOCUS</small></p>	<p><small>This announcement appears as a matter of record only.</small></p> <p>CartLogic</p> <p>has been acquired by</p> <p>GRAY BOX</p> <p><small>A FOCUS Senior Advisor represented CartLogic and introduced the transaction while working at a prior firm.</small></p> <p><small>FOCUS</small></p>	<p><small>This announcement appears as a matter of record only.</small></p> <p>Pxl</p> <p>has been recapitalized by</p> <p>bv INVESTMENT PARTNERS</p> <p><small>The undersigned advised this transaction, acted in the negotiations, and acted as financial adviser to PxlMEDIA.</small></p> <p><small>FOCUS</small></p>	<p><small>This announcement appears as a matter of record only.</small></p> <p>TSPORTLINE</p> <p>has been acquired by</p> <p>ICKIAN CAPITAL</p> <p><small>The undersigned advised this transaction, acted in the negotiations, and acted as financial adviser to T-Sportline.</small></p> <p><small>FOCUS</small></p>
<p><small>This announcement appears as a matter of record only.</small></p> <p>BROTHERS</p> <p>has been acquired by</p> <p>Holley</p> <p><small>The undersigned advised this transaction, acted in the negotiations, and acted as financial adviser to Brothers Mail Order Industries.</small></p> <p><small>FOCUS</small></p>	<p><small>This announcement appears as a matter of record only.</small></p> <p>BRI</p> <p>has been acquired by</p> <p>EarthLink</p> <p><small>The undersigned advised this transaction, acted in the negotiations, and acted as financial adviser to Brothers Mail Order Industries.</small></p> <p><small>FOCUS</small></p>	<p><small>This announcement appears as a matter of record only.</small></p> <p>VETERINITY</p> <p>has been acquired by</p> <p>FOCUS</p> <p><small>The undersigned advised this transaction, acted in the negotiations, and acted as financial adviser to The Vet Federal Company.</small></p> <p><small>FOCUS</small></p>	<p><small>This announcement appears as a matter of record only.</small></p> <p>YOUR STREET CO.</p> <p>has been acquired by</p> <p>CartLogic</p> <p><small>A FOCUS Senior Advisor represented Your Supply Company and introduced the transaction while working at a prior firm.</small></p> <p><small>FOCUS</small></p>	<p><small>This announcement appears as a matter of record only.</small></p> <p>SLEEPDIRECT</p> <p>has been acquired by</p> <p>BUYPAP</p> <p><small>This transaction was performed by a Senior Advisor prior to joining FOCUS.</small></p> <p><small>FOCUS</small></p>	<p><small>This announcement appears as a matter of record only.</small></p> <p>Flippy</p> <p>has been acquired by</p> <p>CartLogic</p> <p><small>This transaction was as well performed by a Senior Advisor prior to joining FOCUS.</small></p> <p><small>FOCUS</small></p>

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