

# A LEADING MIDDLE-MARKET INVESTMENT BANK WITH DEEP INDUSTRY EXPERTISE NATIONWIDE FOOTPRINT AND GLOBAL REACH

## 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  
Consumer  
Food & Beverage  
Government & Defense  
Industrials & Energy  
Healthcare  
Supply Chain  
Technology Services  
Telecom

CONDUCTED OVER

**250**

TRANSACTIONS FIRMWIDE

OVER

**40**

YEARS OF MIDDLE MARKET  
EXPERIENCE



## TEAM CONTACTS

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## SUPPLY CHAIN

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

The combination of global economic growth, changing models and enabling technologies is transforming supply chains and giving rise to:

- Expanding Supply Chain merger and acquisition opportunities that range from trucking company consolidation and third-party logistics (3PL) rollups to last mile solution consolidation and technology adoption
- Increasing need for scale, location, and productivity drives M&A activity

## AREAS OF FOCUS

- 4PL and 3PL
- WMS/TMS systems
- Fleet management systems
- Stocking and value-added distributors
- Cold chain/food distribution
- Last mile/local delivery and fulfillment
- Packaging
- Track/Trace—GPS, RFID, telematics, IOT
- Wireless communications, IT/software, enterprise integration

CONDUCTED OVER

# 80

TRANSACTIONS

### Operating experience:

- TracerNet -- CEO/President
- Greenstone Industries -- CEO/Chairman
- Coastal Sunbelt Produce -- COO
- Tefen -- President
- FedEx -- Managing Director, Logistics Asia Pacific
- FedEx -- Managing Director, Global Supply Chain Logistics
- FedEx -- GM China

## SAMPLE TRANSACTIONS

<p>This announcement appears as a matter of record only.</p> <p><b>RM ROTAX METALS</b></p> <p>has been acquired by</p> <p><b>RELIANCE STEEL INDUSTRIES CO.</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Reliance Steel, Inc.</p> <p><b>FOCUS</b></p> <p>Distribution</p>	<p>This announcement appears as a matter of record only.</p> <p><b>CHENEGA CORPORATION</b></p> <p>has acquired</p> <p><b>V.N.V. S.U.B.I.</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Chenega Corporation.</p> <p><b>FOCUS</b></p> <p>Logistics</p>	<p>This announcement appears as a matter of record only.</p> <p><b>SBS STORAGE BATTERY SYSTEMS, LLC</b></p> <p>has been recapitalized by</p> <p><b>SUPPLY CHAIN EQUITY PARTNERS</b></p> <p>The undersigned related this transaction, assisted in the negotiations and acted as financial advisor to Storage Battery Systems, Inc.</p> <p><b>FOCUS</b></p> <p>Distribution</p>	<p>This announcement appears as a matter of record only.</p> <p><b>RWMALLON Auto Parts &amp; Equipment</b></p> <p>has been acquired by</p> <p><b>COLOURS, INC.</b></p> <p>The undersigned related this transaction, assisted in the negotiations and acted as financial advisor to Robert W. Mallon, Inc.</p> <p><b>FOCUS</b></p> <p>Distribution</p>	<p>This announcement appears as a matter of record only.</p> <p><b>EOT</b></p> <p>has been acquired by</p> <p><b>Denali</b></p> <p>The undersigned related this transaction, assisted in the negotiations and acted as financial advisor to Robert W. Mallon, Inc.</p> <p><b>FOCUS</b></p> <p>Logistics</p>	<p>This announcement appears as a matter of record only.</p> <p><b>D'Angelos</b></p> <p>has been acquired by</p> <p><b>FINISHMASTER</b></p> <p>The undersigned related this transaction, assisted in the negotiations and acted as financial advisor to D'Angelos Automotive &amp; Industrial Grouping.</p> <p><b>FOCUS</b></p> <p>Distribution</p>
<p>This announcement appears as a matter of record only.</p> <p><b>SC</b></p> <p>has acquired</p> <p><b>UNIVERSAL</b></p> <p>The undersigned related this transaction, assisted in the negotiations and acted as financial advisor to Storage Castle, LLC.</p> <p><b>FOCUS</b></p> <p>Integrated Supply Chain</p>	<p>This announcement appears as a matter of record only.</p> <p><b>WorldCable Foods LLC</b></p> <p>has been sold to</p> <p><b>Rich-SeaPak Corporation</b></p> <p>The undersigned related this transaction, acted as financial advisor to, and assisted with the negotiations as the representative of Rich-SeaPak Corporation.</p> <p><b>FOCUS</b></p> <p>Distribution/Production</p>	<p>This announcement appears as a matter of record only.</p> <p><b>TECHNUITY</b> and <b>APSE</b></p> <p>has been acquired by</p> <p><b>APSE Holdings, LLC</b></p> <p><b>Ac: r/b Growth Companies</b> and <b>ANB</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Techruity, Inc. and APSE Products S.E., Inc.</p> <p><b>FOCUS</b></p> <p>Distribution/Logistics</p>	<p>This announcement appears as a matter of record only.</p> <p><b>SOUND SEAL</b></p> <p>has been acquired by</p> <p><b>HAMILTON ROBINSON CAPITAL PARTNERS</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Sound Seal.</p> <p><b>FOCUS</b></p> <p>Distribution</p>	<p>This announcement appears as a matter of record only.</p> <p><b>TRAXXUS</b></p> <p>has acquired</p> <p><b>RFD Wizards Inc.</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Traxus.</p> <p><b>FOCUS</b></p> <p>Distribution/IOT</p>	

**FOCUS**  
Investment Banking

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