

# 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

Human Capital Management

Supply Chain

Technology Services

Telecom

CONDUCTED OVER

**250**

TRANSACTIONS FIRMWIDE

OVER

**40**

YEARS OF MIDDLE MARKET  
EXPERIENCE



## TELECOM

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

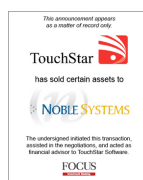
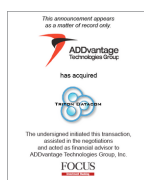
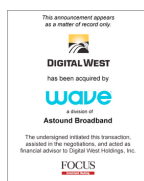
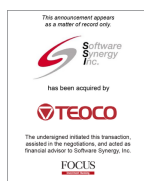
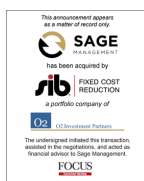
The FOCUS Telecommunications Technology and Services Group has a 10+ year track record of guiding our clients through successful transaction processes. Our team has a combined 30+ years of industry experience and a deep network of relationships with acquirers and investors in the space. We come from senior positions at leading middle market and boutique investment banks and can help owners make complex decisions and find the right partner at the right time.

- Navigating both full and partial sale processes
- Building an enterprise through targeted M&A
- Debt and equity financings
- Financial modeling and analysis

## AREAS OF FOCUS

- Voice and data telecommunications service providers
- Network support services such as engineering, construction and maintenance
- Telecommunications hardware and software
- Equipment distribution and supply chain services

## SAMPLE TRANSACTIONS



## TEAM CONTACTS

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**FOCUS**  
Investment Banking

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