

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 36 bankers and 35 staff and senior advisors
- Deep industry experience in targeted industry verticals
- M&A Worldwide partner firm, providing FOCUS clients local expertise—globally
- FOCUS offers sell side, buy side, and capital raising services

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

ADVANCED MANUFACTURING OVERVIEW

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. We help navigate an exit or growth partnership and build an enterprise through targeted M&A. Our team has extensive international reach and research and we successfully and proactively handle recapitalizations and strategic investments.

Our sector areas include:

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|---|--|
| ■ Advanced Materials | ■ Automation Integration |
| ■ Additive Manufacturing | ■ Drones and Autonomous Vehicles |
| ■ Aerospace and Defense | ■ IoT/Industry 4.0 |
| ■ Electronic Manufacturing Services (EMS) | ■ Optics, Photonics and Sensors |
| ■ Medical Device Fabrication | ■ Robotics Process Automation |
| ■ Precision Machining and Metalworking | ■ Robotics and Artificial Intelligence |

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

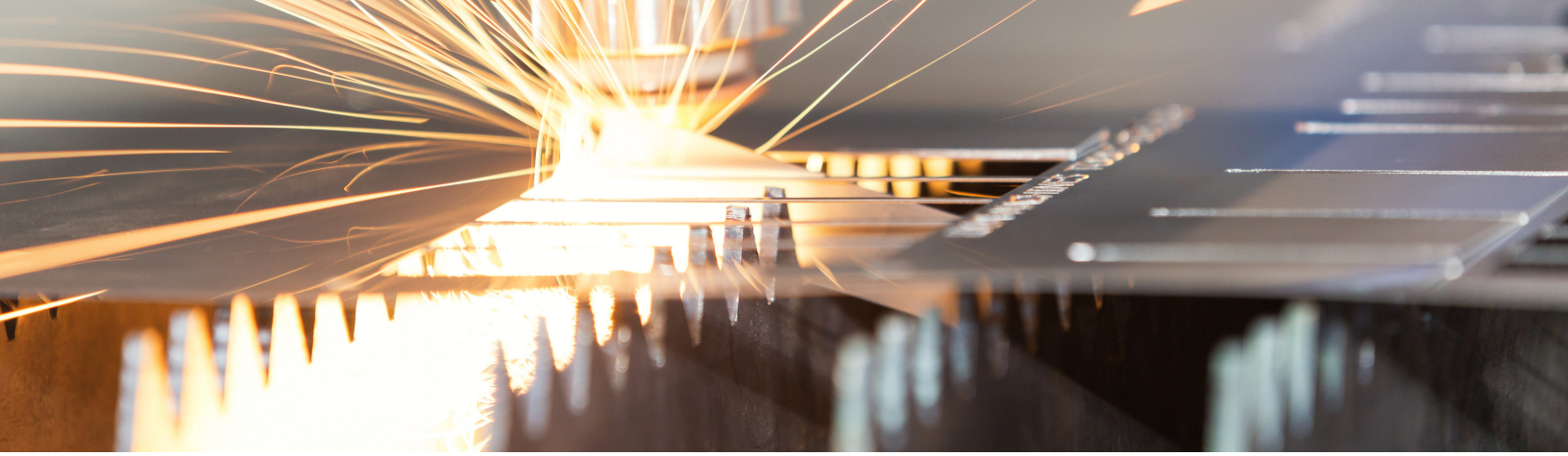
OVER

40

YEARS OF MIDDLE MARKET
EXPERIENCE

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



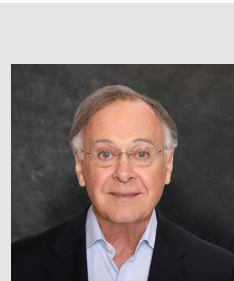
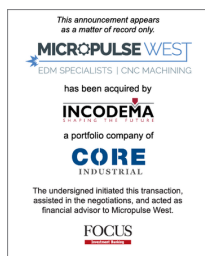
PRECISION METALWORKING

A DEDICATED AND EXPERIENCED MIDDLE MARKETING INVESTMENT BANKING TEAM.

Precision Metalworking is experiencing an unprecedented period of consolidation. There is no reason to believe that acquisition activity in the sector will not continue to increase. Leveraging years of industry specific transaction experience, our firm, FOCUS Investment Banking has advised both sellers and buyers in the sale of eighteen precision metalworking firms.

FOCUS clients benefit from our extensive industry relationships and inside knowledge of current valuations and deal structures. By combining bankers who can confidently advise on mergers, acquisitions, and raising capital along with advisors who have deep expertise on industry trends with executive-level operating experience, FOCUS is able to deliver unparalleled advisory to the Precision Metalworking industry.

SAMPLE TRANSACTIONS



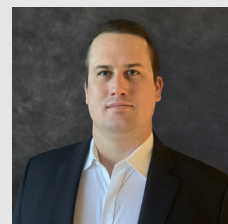
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