

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

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



CONSUMER

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

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

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

CONSUMER TEAM HIGHLIGHTS

- Dynamic industry leaders up to date on new technologies
- Former consumer CEO with experience scaling and exiting a consumer 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

This announcement appears as a matter of record only.

Strolleria

has been acquired by

Waze Growth Partners

FOCUS Senior Advisor represented Strolleria and advised on the transaction while working at a prior firm.

This announcement appears as a matter of record only.

golfclubs.com

has been acquired by

ROCK BOTTOM GOLF

A FOCUS Senior Advisor represented golfclubs.com and advised on the transaction while working at a prior firm.

This announcement appears as a matter of record only.

hyperscale

has been acquired by

StatBid

A FOCUS Senior Advisor represented hyperscale and advised on the transaction while working at a prior firm.

This announcement appears as a matter of record only.

CartLogic

has been acquired by

GRAY BOX

A FOCUS Senior Advisor represented CartLogic and advised on the transaction while working at a prior firm.

This announcement appears as a matter of record only.

Pxl

has been recapitalized by

bv INVESTMENT PARTNERS

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

This announcement appears as a matter of record only.

TSportline

has been acquired by

ICIKIAN CAPITAL

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

This announcement appears as a matter of record only.

BROTHERS

has been acquired by

Holley

The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Brothers Mail Order Industries.

This announcement appears as a matter of record only.

BRI

has been acquired by

EarthLink

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

This announcement appears as a matter of record only.

VETERINITY

has been acquired by

FOCUS

The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Vetrinity Pet Funeral Company.

This announcement appears as a matter of record only.

YOUR

has been acquired by

CartLogic

A FOCUS Senior Advisor represented Your Supply Company and advised on the transaction while working at a prior firm.

This announcement appears as a matter of record only.

SLEEPDIRECT

has been acquired by

BUYAP

This transaction was performed by a Senior Advisor prior to joining FOCUS.

This announcement appears as a matter of record only.

Flippy

has been acquired by

CartLogic

This transaction was as well as an investment performed by a Senior Advisor prior to joining FOCUS.

TEAM CONTACTS

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