

# 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 \$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:

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

## Industry Practice Areas

Advanced Manufacturing  
Automotive Aftermarket  
Business Services  
Consumer  
Food & Beverage  
Government & Defense  
Industrials & Energy  
Healthcare  
Supply Chain  
Technology Services  
Telecom

CONDUCTED OVER

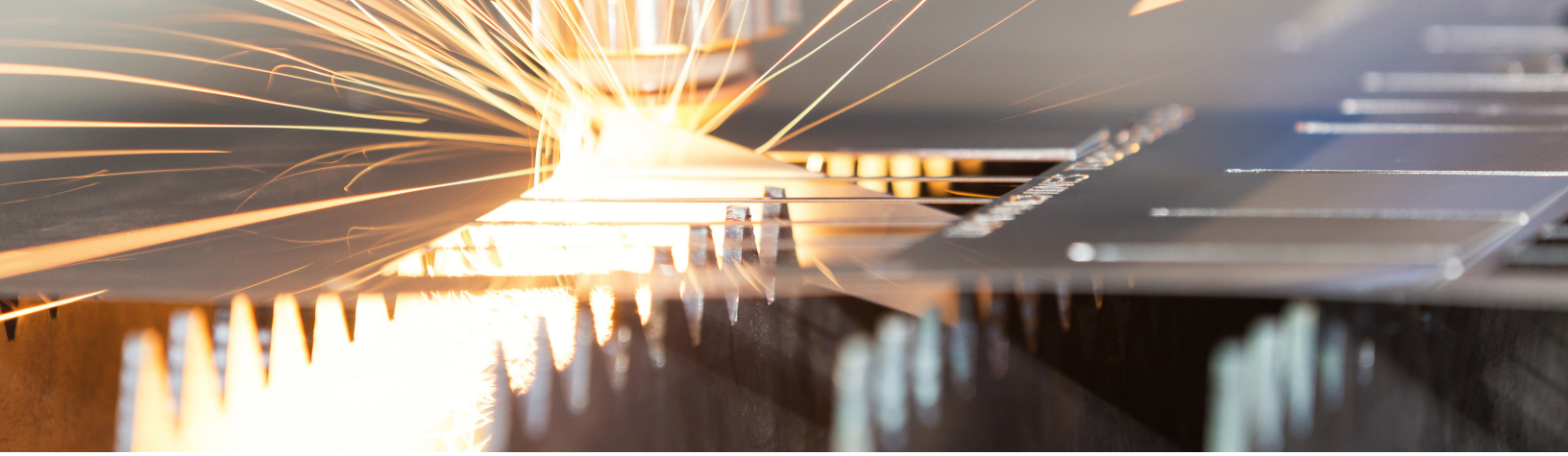
**250**

TRANSACTIONS FIRMWIDE

OVER

**40**

YEARS OF MIDDLE MARKET  
EXPERIENCE



# PRECISION METALWORKING

## A DEDICATED AND EXPERIENCED MIDDLE MARKET 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

*This announcement appears as a matter of record only.*

Precision Machining Subsidiaries of

Technologies have been acquired by

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to VTD Technologies.

*This announcement appears as a matter of record only.*

EDM SPECIALISTS | CNC MACHINING

has been acquired by

a portfolio company of

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Micropulse West.

*This announcement appears as a matter of record only.*

has been acquired by

The undersigned co-managed this transaction with Rickett Mitchell of Manchester, UK. This transaction won the November 2019 M&A Worldwide Deal of the Year.

*This announcement appears as a matter of record only.*

has acquired the assets and business of

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to TSS Technologies, Inc.

*This announcement appears as a matter of record only.*

has been acquired by

The undersigned assisted in the negotiations, and acted as financial advisor to Viper Northwest, Inc.



**JORGE MACEYRAS**  
202.643.2569  
jorge.maceyras@focusbankers.com



**JOHN SLATER**  
901.684.1274  
john.slater@focusbankers.com



**ALEX WILLIAMS**  
949-771-5414  
alex.williams@focusbankers.com