

# 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

Supply Chain

Technology Services

Telecom

CONDUCTED OVER

# 250

TRANSACTIONS FIRMWIDE

OVER

# 40

YEARS OF MIDDLE MARKET  
EXPERIENCE

[www.focusbankers.com](http://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



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

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

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

## AUTOMOTIVE AFTERMARKET TEAM HIGHLIGHTS

- Extensive expertise in collision repairers, paint jobbers, tire & service centers and automotive dealers
- Successfully advised well over twenty clients and close to \$500 million in revenues in recent years
- Analytical research and data driven approach - strategic and financial buyers only
- Strong client references
- Members of M&A Worldwide; enabling FOCUS to easily execute international transactions

## SAMPLE TRANSACTIONS

<p>This announcement appears as a matter of record only.</p> <p><b>TSPORTLINE</b> SPORTS EQUIPMENT TUNING</p> <p>has been acquired by</p> <p><b>IKIAN CAPITAL</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to T Sportline.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p><b>PERFORMANCE</b></p> <p>has been acquired by</p> <p><b>CLASSIC COLLISION</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Performance Collision Centers.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p><b>GUARANTY</b> TYRE &amp; SERVICE CENTERS</p> <p>has been acquired by</p> <p><b>BISH S</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Guaranty Tire Super Centers.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p><b>ASCENSO</b> NEARLY NEW TIRE</p> <p>has been acquired by</p> <p><b>MAHANSARIA TYRES PVT LTD</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Mahansaria Tyres Private Limited.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p><b>BRUCE'S</b> TIRE &amp; AUTO SERVICE</p> <p>has been acquired by</p> <p><b>SunAuto</b> Tire &amp; Service</p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Bruce's Tire.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p><b>Herbs</b></p> <p>has been acquired by</p> <p><b>CALIBER COLLISION</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Herb's Paint and Body.</p> <p>FOCUS</p>
<p>This announcement appears as a matter of record only.</p> <p><b>BROTHERS</b></p> <p>has been acquired by</p> <p><b>Holley</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Brothers Mail Order Industries.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p><b>SS</b> TIRE SERVICE</p> <p>has been acquired by</p> <p><b>BIG BRAND</b> TIRE &amp; SERVICE</p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to SS Tire &amp; Auto, and Community Tire Plus &amp; Auto Repair.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p><b>CAPITAL</b> PAINT AND REPAIR</p> <p>has been acquired by</p> <p><b>Wesco</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Capital Paint and Refinish, LLC.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p><b>CBS</b></p> <p>has been acquired by</p> <p><b>CLASSIC COLLISION</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Capital Paint and Refinish, LLC.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p><b>SYRENA</b> COLLISION CENTER INC.</p> <p>has been acquired by</p> <p><b>CRASH CHAMPIONS</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Syrena Collision Center Inc.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p><b>ATOMIC</b> AUTO BODY, INC.</p> <p>has been acquired by</p> <p><b>gerber</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Atomic Auto Body and Detail, Inc.</p> <p>FOCUS</p>

## TEAM CONTACTS

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