A LEADING MIDDLE-MARKET INVESTMENT BANK WITH DEEP INDUSTRY EXPERTISE NATIONWIDE FOOTPRINT AND GLOBAL REACT



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

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

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

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YEARS OF MIDDLE MARKET EXPERIENCE



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

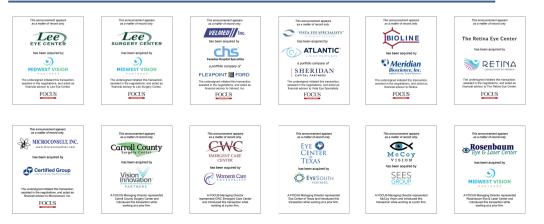
Welcome to the FOCUS Healthcare Group. Leveraging years of industry specific transaction experience, our bankers can confidently advise on mergers, acquisitions and raising capital for growing businesses across the Healthcare Industry.

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

HEALTHCARE TEAM HIGHLIGHTS

- Senior dedicated leaders with deep expertise on industry trends
- Extensive executive-level operating experience
- Experts in Private Equity Physician Practice Management (PPM)
- Vast experience with strategic acquirers, private equity and private equity-backed companies
- Outstanding client references

SAMPLE TRANSACTIONS



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