

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 \$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



TEAM CONTACTS

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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

<p>This announcement appears as a matter of record only.</p> <p>Lee EYE CENTER</p> <p>has been acquired by</p> <p>MIDWEST VISION PARTNERS</p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Lee Eye Center.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>Lee SURGERY CENTER</p> <p>has been acquired by</p> <p>MIDWEST VISION PARTNERS</p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Lee Eye Center.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>VELMED II Inc.</p> <p>has been acquired by</p> <p>chs Casidian Health Services</p> <p>a portfolio company of FLEXPOINT FORD</p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Vimed, Inc.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>VISTA EYE SPECIALISTS</p> <p>has been acquired by</p> <p>ATLANTIC VISION PARTNERS</p> <p>a portfolio company of SHERIDAN CAPITAL PARTNERS</p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Vista Eye Specialists.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>BIO LINE</p> <p>has been acquired by</p> <p>Meridian Bioscience, Inc.</p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to BioLine.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>The Retina Eye Center</p> <p>has been acquired by</p> <p>RETINA CORPORATION OF AMERICA</p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to The Retina Eye Center.</p> <p>FOCUS</p>
<p>This announcement appears as a matter of record only.</p> <p>MICROCONSULT, INC.</p> <p>has been acquired by</p> <p>Certified Group</p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Microconsult, Inc.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>Carroll County Surgery Center</p> <p>has been acquired by</p> <p>Vision Innovation PARTNERS</p> <p>A FOCUS Managing Director represented Carroll County Surgery Center and introduced this transaction while working at a prior firm.</p>	<p>This announcement appears as a matter of record only.</p> <p>CWC EMERGENCY CARE CENTER</p> <p>has been acquired by</p> <p>Women's Care</p> <p>A FOCUS Managing Director represented CWC Emergency Care Center and introduced this transaction while working at a prior firm.</p>	<p>This announcement appears as a matter of record only.</p> <p>EYE CENTER OF TEXAS</p> <p>has been acquired by</p> <p>EYESOUTH PARTNERS</p> <p>A FOCUS Managing Director represented Eye Center of Texas and introduced this transaction while working at a prior firm.</p>	<p>This announcement appears as a matter of record only.</p> <p>McCoy VISION</p> <p>has been acquired by</p> <p>SEES GROUP</p> <p>A FOCUS Managing Director represented McCoy Vision and introduced this transaction while working at a prior firm.</p>	<p>This announcement appears as a matter of record only.</p> <p>Rosenbaum Eye & Laser Center</p> <p>has been acquired by</p> <p>MIDWEST VISION PARTNERS</p> <p>A FOCUS Managing Director represented Rosenbaum Eye & Laser Center and introduced this transaction while working at a prior firm.</p>

FOCUS

Investment Banking

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