

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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FOOD & BEVERAGE

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

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

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

FOOD & BEVERAGE TEAM HIGHLIGHTS

- Senior dedicated leaders with deep expertise on industry trends
- Extensive executive-level operating experience
- Vast experience with strategic acquirers, private equity and private equity-backed companies
- Outstanding client references

SAMPLE TRANSACTIONS

This announcement appears as a matter of record only.

finewine
DRINK

Has been acquired by
 Private Buyer

The undersigned withdrew this transaction, pending the acquisition, and cited as Material omissions in this transaction.

FOCUS

This announcement appears as a matter of record only.

Josephs
COFFEE

has been acquired by
NESTLE

A FOCUS Managing Director represented Josephs Coffee and advised on this transaction while working at a prior firm.

This announcement appears as a matter of record only.

little big burger

has been acquired by
CHANICLEER
HOLDINGS

A FOCUS Managing Director represented Little Big Burger and advised on this transaction while working at a prior firm.

This announcement appears as a matter of record only.

Equity restructuring done for a premium coffee company

DEVOCIÓN

A FOCUS Managing Director completed the restructuring of Devoción Coffee while working at a prior firm.

This announcement appears as a matter of record only.

SLB

has been acquired by
 A Family Office

A FOCUS Managing Director represented Suburban Veterinary Services and advised on this transaction while working at a prior firm.

This announcement appears as a matter of record only.

London Capital

has been acquired by
LONRHO

A FOCUS Managing Director represented London Capital and advised on this transaction while working at a prior firm.

This announcement appears as a matter of record only.

Private Investors have provided an equity infusion to

yummy spoonfuls
organic for kids

A FOCUS Managing Director represented Yummy Spoonfuls while working at a prior firm.

This announcement appears as a matter of record only.

Chicken & Sea

has acquired

Empire International

A FOCUS Managing Director represented Chicken & Sea and advised on this transaction while working at a prior firm.