

# 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



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

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.

- Navigating an exit or growth partnership
- Building an enterprise through targeted M&A
- Extensive international reach and research
- Recapitalizations and distressed situations

## AREAS OF FOCUS

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

## SAMPLE TRANSACTIONS

<p>This announcement appears as a matter of record only</p> <p><b>M</b></p> <p>has been acquired by</p> <p><b>NEWBURY PARTNERS</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Newbury Partners, LLC.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only</p> <p><b>MICROPULSE WEST</b></p> <p>has been acquired by</p> <p><b>INCODEMA</b></p> <p>a portfolio company of</p> <p><b>CORE CAPITAL</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to IncodeMa, LLC.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only</p> <p><b>ARCH</b></p> <p>has acquired</p> <p><b>ARCH</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Arch Global Precision, LLC.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only</p> <p><b>HL</b> has merged with <b>HORADE</b></p> <p>to form</p> <p><b>HL</b></p> <p>financing was provided by</p> <p><b>CFB - ALDINE</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to VEO Technologies.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only</p> <p><b>WILSON</b></p> <p>has been acquired by</p> <p><b>ARCH</b></p> <p><b>MEDICAL SOLUTIONS</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to VEO Technologies.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only</p> <p><b>VIP</b></p> <p>has acquired</p> <p><b>VIP</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to VIP Technologies.</p> <p><b>FOCUS</b></p>
<p>This announcement appears as a matter of record only</p> <p><b>TECUM</b></p> <p>has provided subordinated debt financing to</p> <p><b>TECUM</b></p> <p>to fund the acquisition of</p> <p><b>TECUM</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to VEO Technologies.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only</p> <p><b>CRITICAL TECHNOLOGIES, INC.</b></p> <p>has been acquired by</p> <p><b>GE Aviation</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to GE Aviation.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only</p> <p><b>STRENGTH CAPITAL</b></p> <p>has acquired</p> <p><b>UNIVERSAL</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Strength Capital.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only</p> <p><b>ARCH</b></p> <p>has acquired</p> <p><b>CLING'S</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Arch Global Precision, LLC.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only</p> <p><b>SV</b></p> <p>has been acquired by</p> <p><b>ARCH</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to SVI Systems, LLC.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only</p> <p><b>VIRIN NORTHWEST</b></p> <p>has been acquired by</p> <p><b>PRECINMAC</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Virin Northwest.</p> <p><b>FOCUS</b></p>

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