

# 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



## BUSINESS SERVICES

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

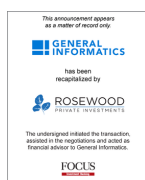
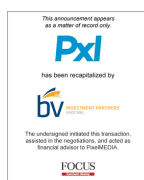
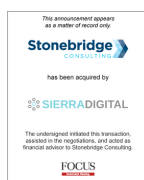
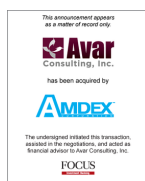
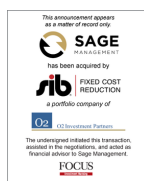
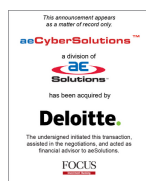
Welcome to the FOCUS Business Services Group. Leveraging years of industry specific transaction experience, our bankers can confidently advise on mergers, acquisitions and raising capital for growing businesses across the business services industry.

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

## BUSINESS SERVICES TEAM HIGHLIGHTS

- Dynamic industry leaders up to date on new technologies
- Deep experience and a track record of success in several of these B2B service sectors
- Provides M&A advisory services to entrepreneurs, owners, and investors
- Superb client references
- Strong strategic buyer relationships
- Members of M&A Worldwide; enabling FOCUS to easily execute international transactions

## SAMPLE TRANSACTIONS



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