

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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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

<p>This announcement appears as a subject of an advisory offering.</p> <p>CyberSolutions a division of ae Solutions has been acquired by Deloitte.</p> <p>The announcement is not a solicitation of an offer of securities, and is not intended to be used in connection with any offer of securities.</p> <p>FOCUS</p>	<p>This announcement appears as a subject of an advisory offering.</p> <p>cantey has been acquired by cantey received an investment from LNC PARTNERS</p> <p>The announcement is not a solicitation of an offer of securities, and is not intended to be used in connection with any offer of securities.</p> <p>FOCUS</p>	<p>This announcement appears as a subject of an advisory offering.</p> <p>SAGE has been acquired by rib ROBEY GROUP has been acquired by Certified Group</p> <p>The announcement is not a solicitation of an offer of securities, and is not intended to be used in connection with any offer of securities.</p> <p>FOCUS</p>	<p>This announcement appears as a subject of an advisory offering.</p> <p>MICROCONSULT, INC. has been acquired by Certified Group</p> <p>The announcement is not a solicitation of an offer of securities, and is not intended to be used in connection with any offer of securities.</p> <p>FOCUS</p>	<p>This announcement appears as a subject of an advisory offering.</p> <p>Avar Consulting, Inc. has been acquired by AMDEX</p> <p>The announcement is not a solicitation of an offer of securities, and is not intended to be used in connection with any offer of securities.</p> <p>FOCUS</p>	<p>This announcement appears as a subject of an advisory offering.</p> <p>Helpmates has been acquired by TAL FUND LAUNCH</p> <p>The announcement is not a solicitation of an offer of securities, and is not intended to be used in connection with any offer of securities.</p> <p>FOCUS</p>
<p>This announcement appears as a subject of an advisory offering.</p> <p>BUSINESS INTECH has been acquired by Aquila</p> <p>The announcement is not a solicitation of an offer of securities, and is not intended to be used in connection with any offer of securities.</p> <p>FOCUS</p>	<p>This announcement appears as a subject of an advisory offering.</p> <p>THE FINANCIAL SERVICES CO. has been acquired by Logically</p> <p>The announcement is not a solicitation of an offer of securities, and is not intended to be used in connection with any offer of securities.</p> <p>FOCUS</p>	<p>This announcement appears as a subject of an advisory offering.</p> <p>Stonebridge has been acquired by SIERRADIGITAL</p> <p>The announcement is not a solicitation of an offer of securities, and is not intended to be used in connection with any offer of securities.</p> <p>FOCUS</p>	<p>This announcement appears as a subject of an advisory offering.</p> <p>Pxl has been acquired by bv</p> <p>The announcement is not a solicitation of an offer of securities, and is not intended to be used in connection with any offer of securities.</p> <p>FOCUS</p>	<p>This announcement appears as a subject of an advisory offering.</p> <p>GENERAL INFORMATICS has been acquired by ROSEWOOD</p> <p>The announcement is not a solicitation of an offer of securities, and is not intended to be used in connection with any offer of securities.</p> <p>FOCUS</p>	<p>This announcement appears as a subject of an advisory offering.</p> <p>ACCSCIENT™ has been acquired by Mission Critical Systems</p> <p>The announcement is not a solicitation of an offer of securities, and is not intended to be used in connection with any offer of securities.</p> <p>FOCUS</p>