

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



CONSUMER

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

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

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

CONSUMER TEAM HIGHLIGHTS

- Dynamic industry leaders up to date on new technologies
- Former consumer CEO with experience scaling and exiting a consumer business
- Extensive experience in Amazon FBA, Google Adwords, Social Media, Advertising and Drip Campaigns
- 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 matter of record only.</p> <p>Strolleria</p> <p>has been acquired by</p> <p>Wesco Growth Partners</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>golfclubs.com</p> <p>has been acquired by</p> <p>ROCK BOTTOM GOLF</p> <p>A FOCUS Senior Advisor represented both sides and structured the transaction while working at a prior firm.</p>	<p>This announcement appears as a matter of record only.</p> <p>hyperscale</p> <p>has been acquired by</p> <p>StatBid</p> <p>A FOCUS Senior Advisor represented both sides and structured the transaction while working at a prior firm.</p>	<p>This announcement appears as a matter of record only.</p> <p>CartLogic</p> <p>has been acquired by</p> <p>GRAY BOX</p> <p>A FOCUS Senior Advisor represented both sides and structured the transaction while working at a prior firm.</p>	<p>THIS IS A TRANSACTION REQUIRING AN INVESTMENT BANKER.</p> <p>Pxl</p> <p>has been acquired by</p> <p>bv</p> <p>FOCUS</p>	<p>THIS IS A TRANSACTION REQUIRING AN INVESTMENT BANKER.</p> <p>TSPORTLINE</p> <p>has been acquired by</p> <p>KICIAN CAPITAL</p> <p>FOCUS</p>
<p>This announcement appears as a matter of record only.</p> <p>BROTHERS</p> <p>has been acquired by</p> <p>Holley</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>BRP</p> <p>has been acquired by</p> <p>EarthLink</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>VETERINITY</p> <p>has been acquired by</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>YOUR</p> <p>has been acquired by</p> <p>CartLogic</p> <p>A FOCUS Senior Advisor represented both sides and structured the transaction while working at a prior firm.</p>	<p>This announcement appears as a matter of record only.</p> <p>SLEEPDIRECT</p> <p>has been acquired by</p> <p>BUYPAP</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>Flippy</p> <p>has been acquired by</p> <p>CartLogic</p> <p>FOCUS</p>

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