

# 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.

## Industry Practice Areas

Advanced Manufacturing

Automotive Aftermarket

Business Services

Consumer

Food & Beverage

Government & Defense

Industrials & Energy

Healthcare

Supply Chain

Technology Services

Telecom

## 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

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



## TEAM CONTACTS

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

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

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

## AUTOMOTIVE AFTERMARKET TEAM HIGHLIGHTS

- Extensive expertise in collision repairers, paint jobbers, tire & service centers and automotive dealers
- Successfully advised well over twenty clients and close to \$500 million in revenues in recent years
- Analytical research and data driven approach - strategic and financial buyers only
- Strong client references
- 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><b>SPORTLINE</b> KINDIG MOTORCYCLES</p> <p>has been acquired by <b>KIAN CAPITAL</b></p> <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Kian Capital.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p><b>PERFORMANCE</b> PERFORMANCE MOTORCYCLES</p> <p>has been acquired by <b>CLASSIC COLLISION</b></p> <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Classic Collision.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p><b>GUARANTY</b> GUARANTY TIRE &amp; SERVICE</p> <p>has been acquired by <b>BISH 5</b> BISH 5 TIRE &amp; SERVICE</p> <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Bish 5.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p><b>ASCENSO</b> ASCENSO TIRE &amp; SERVICE</p> <p>has been acquired by <b>TYRES</b> TYRES TIRE &amp; SERVICE</p> <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Tyres.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p><b>BRUCE'S</b> BRUCE'S TIRE &amp; AUTO SERVICE</p> <p>has been acquired by <b>SunAuto</b> SUN AUTO</p> <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Sun Auto.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p><b>Herb's</b> HERB'S COLLISION</p> <p>has been acquired by <b>CALIBER COLLISION</b> CALIBER COLLISION</p> <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Caliber Collision.</p> <p>FOCUS</p>
<p>This announcement appears as a matter of record only.</p> <p><b>BROTHERS</b> BROTHERS TIRE &amp; SERVICE</p> <p>has been acquired by <b>Holley</b> HOLLEY TIRE &amp; SERVICE</p> <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Holley.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p><b>SS</b> SS TIRE &amp; SERVICE</p> <p>has been acquired by <b>BIG BRAND</b> BIG BRAND TIRE &amp; SERVICE</p> <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Big Brand.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p><b>CAPITAL</b> CAPITAL TIRE &amp; SERVICE</p> <p>has been acquired by <b>Wesco</b> WESCO TIRE &amp; SERVICE</p> <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Wesco.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p><b>CBS</b> CBS TIRE &amp; SERVICE</p> <p>has been acquired by <b>CLASSIC COLLISION</b> CLASSIC COLLISION</p> <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Classic Collision.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p><b>SYRENA</b> SYRENA COLLISION CENTER INC.</p> <p>has been acquired by <b>CRASH CHAMPIONS</b> CRASH CHAMPIONS</p> <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Crash Champions.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p><b>ALTIMO</b> ALTIMO AUTO BODY INC.</p> <p>has been acquired by <b>gerber</b> GERBER AUTO BODY</p> <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Gerber.</p> <p>FOCUS</p>

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