



FOOD & BEVERAGE

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

















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

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

FOOD & BEVERAGE TEAM HIGHLIGHTS

- Senior dedicated leaders with deep expertise on industry trends
- Extensive executive-level operating experience
- Vast experience with strategic acquirers, private equity and private equity-backed companies
- Outstanding client references

SAMPLE TRANSACTIONS

<p>This announcement appears as a matter of record only.</p>  <p>has been acquired by</p>  <p>A FOCUS Managing Director represented Dunkin' Donuts, LLC and completed this transaction while working at a prior firm.</p>	<p>This announcement appears as a matter of record only.</p>  <p>has been acquired by</p>  <p>A FOCUS Managing Director represented Little Caesars, LLC and completed this transaction while working at a prior firm.</p>	<p>This announcement appears as a matter of record only.</p>  <p>has been acquired by</p>  <p>A FOCUS Managing Director represented Little Big Burger and completed this transaction while working at a prior firm.</p>	<p>This announcement appears as a matter of record only.</p> <p>Equity restructuring done for a premium coffee company</p>  <p>A FOCUS Managing Director completed the restructuring of Devoción Coffee while working at a prior firm.</p>	<p>This announcement appears as a matter of record only.</p>  <p>has been acquired by</p> <p>Private Buyer</p> <p>The undersigned advised the transaction, acted as a financial advisor to Finewine.com.</p> 
<p>This announcement appears as a matter of record only.</p>  <p>has been acquired by</p> <p>A Family Office</p> <p>A FOCUS Managing Director represented A Family Office and completed this transaction while working at a prior firm.</p>	<p>This announcement appears as a matter of record only.</p>  <p>has been acquired by</p> <p>LONRHO</p> <p>A FOCUS Managing Director represented LONRHO and completed this transaction while working at a prior firm.</p>	<p>This announcement appears as a matter of record only.</p> <p>Private Investors have provided an equity infusion to</p>  <p>A FOCUS Managing Director represented Yummy Spoutilus while working at a prior firm.</p>	<p>This announcement appears as a matter of record only.</p>  <p>has acquired</p>  <p>A FOCUS Managing Director represented Chickens & Sea and completed this transaction while working at a prior firm.</p>	<p>This announcement appears as a matter of record only.</p>  <p>has been acquired by</p>  <p>A FOCUS Managing Director represented Joseph's and completed this transaction while working at a prior firm.</p>

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FOCUS
 Investment Banking

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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