



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

The implementation of new technologies is transforming the U.S. Government and its defense capabilities at an unprecedented pace:

- Government agencies are increasing digitization of operations and utilizing Artificial Intelligence, Machine Learning and Data Analytics to transform security and efficiency of the nation
- Aerospace & Defense sectors are developing an array of Unmanned Aerial Vehicles and next generation equipment—each with advanced electronics and lightweight, composite materials that enhance war-fighter superiority across all theaters

AREAS OF FOCUS

- IT and Cybersecurity
- Healthcare and Life Sciences
- PMO, Acquisition Support and Human Capital Management
- C4ISR
- Modeling and Simulation
- Defense Electronics and Avionics
- Critical Infrastructure Protection
- Space Systems and Satellite Communication
- Logistics and Mission Support
- Management, Consulting and Professional Services

SAMPLE TRANSACTIONS



TEAM CONTACTS

BARRY CALOGERO

Team Leader

Managing Director

703-628-3093

barry.calogero@focusbankers.com

ERIC OGANESOFF

Managing Director

202-470-1969

eric.oganesoff@focusbankers.com

JIM SOWERS

Managing Director

804-525-8541

jim.sowers@focusbankers.com

FOCUS
Investment Banking

www.focusbankers.com

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

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100% employee owned through an ESOP
Securities transactions conducted by FOCUS Securities LLC, an affiliated company, registered broker dealer and member FINRA/SIPC