



INDUSTRIALS & ENERGY

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

Welcome to the FOCUS Industrials and Energy Group. Our team leverages years of industry specific transactional experience. FOCUS bankers can confidently advise on mergers, acquisitions and capital formation for growing businesses across the Industrial and Energy industry. Our team members have years of leadership roles at Fortune 500 companies resulting in significant knowledge on industry trends to provide clients with a high level of service.

AREAS OF FOCUS

- Distributed Energy Resources, Smart Grids, and Generation
- Energy Transition and Renewables
- Environmental Services and Waste Management
- Industrial & Facility Services
- Industrial Distribution
- Industrial Manufacturing
- Oilfield & Energy Services
- Specialty Chemicals
- Technology and Automation
- Test and Measurement
- Utility Services and Infrastructure

SAMPLE TRANSACTIONS

<p>The advisor team reports as a member of advisory only.</p> <p>FUNDER</p> <p>has been acquired by</p> <p>GENESIS PRODUCTS</p> <p>The advisor team reports as a member of advisory only.</p> <p>FOCUS</p>	<p>The advisor team reports as a member of advisory only.</p> <p>BEST IN TRASH</p> <p>has been acquired by</p> <p>AMBER JACK</p> <p>The advisor team reports as a member of advisory only.</p> <p>FOCUS</p>	<p>The advisor team reports as a member of advisory only.</p> <p>JVIVE Catalyst Services</p> <p>a subsidiary of ZACHRY</p> <p>has been acquired by</p> <p>FOCUS</p>	<p>The advisor team reports as a member of advisory only.</p> <p>ClearCarbon</p> <p>has been acquired by</p> <p>Deloitte</p> <p>The advisor team reports as a member of advisory only.</p> <p>FOCUS</p>	<p>The advisor team reports as a member of advisory only.</p> <p>QORE</p> <p>has been acquired by</p> <p>S&ME</p> <p>The advisor team reports as a member of advisory only.</p> <p>FOCUS</p>
<p>The advisor team reports as a member of advisory only.</p> <p>Anderson Rubbish Disposal</p> <p>has been acquired by</p> <p>WM</p> <p>The advisor team reports as a member of advisory only.</p> <p>FOCUS</p>	<p>The advisor team reports as a member of advisory only.</p> <p>TECTROL</p> <p>has been acquired by</p> <p>CUTGLOBAL</p> <p>The advisor team reports as a member of advisory only.</p> <p>FOCUS</p>	<p>The advisor team reports as a member of advisory only.</p> <p>MAQUILA</p> <p>has been acquired by</p> <p>WARREN</p> <p>A FOCUS Managing Director represented MAQUILA in its acquisition of WARREN.</p> <p>FOCUS</p>	<p>The advisor team reports as a member of advisory only.</p> <p>LFE</p> <p>has been acquired by</p> <p>QUANTA</p> <p>A FOCUS Managing Director represented LFE in its acquisition of QUANTA.</p> <p>FOCUS</p>	<p>The advisor team reports as a member of advisory only.</p> <p>FLANDERS</p> <p>has been acquired by</p> <p>FOCUS</p> <p>A FOCUS Managing Director represented FLANDERS in its acquisition of FOCUS.</p> <p>FOCUS</p>

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\$300B+

TOTAL TRANSACTION VALUE

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