

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

TEAM CONTACTS

JOHN SINDERS

Team Leader
Managing Director
713-412-0313
iohn.sinders@focusbankers.com

BOB BEARD

Chief Compliance Officer and
Managing Director
404-963-8256
bob.beard@focusbankers.com

ALEX WILLIAMS

Principal
949.771.5414
alex.williams@focusbankers.com

DREW MORGAN

Associate 901-485-6310 drew.morgan@focusbankers.com

SAMPLE TRANSACTIONS

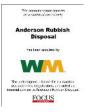




















\$300B+
TOTAL TRANSACTION VALUE



A LEADING MIDDLE-MARKET INVESTMENT BANK WITH DEEP INDUSTRY EXPERTISE NATIONWIDE FOOTPRINT AND GLOBAL REACH NATIONWIDE FOOTPRINT AND GL

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

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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

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