



TEAM CONTACTS

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SUPPLY CHAIN

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

The combination of global economic growth, changing models and enabling technologies is transforming supply chains and giving rise to:

- Expanding Supply Chain merger and acquisition opportunities that range from trucking company consolidation and third-party logistics (3PL) rollups to last mile solution consolidation and technology adoption
- Increasing need for scale, location, and productivity drives M&A activity

AREAS OF FOCUS

- 4PL and 3PL
- WMS/TMS systems
- Fleet management systems
- Stocking and value-added distributors
- Cold chain/food distribution
- Last mile/local delivery and fulfillment
- Packaging
- Track/Trace—GPS, RFID, telematics, IOT
- Wireless communications, IT/software, enterprise integration

SAMPLE TRANSACTIONS

This announcement appears as a matter of record only.

has been acquired by

This announcement related this transaction, entered in the registration, and acted as financial advisor to Reliance Metals, Inc.

Distribution

This announcement appears as a matter of record only.

has been acquired by

This announcement related this transaction, entered in the registration, and acted as financial advisor to W.M.S. S.L.L.

Logistics

This announcement appears as a matter of record only.

has been acquired by

This announcement related this transaction, entered in the registration, and acted as financial advisor to Supply Chain Equity Partners, LLC.

Distribution

This announcement appears as a matter of record only.

has been acquired by

This announcement related this transaction, entered in the registration, and acted as financial advisor to Colours, Inc.

Distribution

This announcement appears as a matter of record only.

has been acquired by

This announcement related this transaction, entered in the registration, and acted as financial advisor to Denali, Inc.

Logistics

This announcement appears as a matter of record only.

has been acquired by

This announcement related this transaction, entered in the registration, and acted as financial advisor to Finishmaster, Inc.

Distribution

This announcement appears as a matter of record only.

has been acquired by

This announcement related this transaction, entered in the registration, and acted as financial advisor to Universal, Inc.

Integrated Supply Chain

This announcement appears as a matter of record only.

has been acquired by

This announcement related this transaction, entered in the registration, and acted as financial advisor to Tech Pacific Corporation.

Distribution/Production

This announcement appears as a matter of record only.

has been acquired by

This announcement related this transaction, entered in the registration, and acted as financial advisor to Diffenes.com.

Distribution/Production

This announcement appears as a matter of record only.

has been acquired by

This announcement related this transaction, entered in the registration, and acted as financial advisor to Audiovox, Inc.

Distribution/Logistics

This announcement appears as a matter of record only.

has been acquired by

This announcement related this transaction, entered in the registration, and acted as financial advisor to Hamilton Robinson Chemical Partners, Inc.

Distribution

This announcement appears as a matter of record only.

has been acquired by

This announcement related this transaction, entered in the registration, and acted as financial advisor to Traxus.

Distribution/IOT

CONDUCTED OVER

80

TRANSACTIONS

Operating experience:

- TracerNet -- CEO/President
- Greenstone Industries -- CEO/Chairman
- Coastal Sunbelt Produce -- COO
- Tefen -- President
- FedEx -- Managing Director, Logistics Asia Pacific
- FedEx -- Managing Director, Global Supply Chain Logistics
- FedEx -- GM China

FOCUS
 Investment Banking

www.focusbankers.com

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.

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