FOCUS OVERVIEW

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

We are one of the largest industry practices at FOCUS. We come from leadership positions in industry ourselves and can help owners make complex decisions and find the right partner at the right time.

- Navigating an exit or growth partnership
- Building an enterprise through targeted M&A ٠
- Extensive international reach and research
- Recapitalizations and distressed situations

AREAS OF FOCUS

- Advanced Materials
- Aerospace and Defense
- Electronic Manufacturing Services
- **Medical Device Fabrication** •
- Precision Machining and Metal **Components Fabrication**

SAMPLE TRANSACTIONS

Additive Manufacturing

- Automation Integration
- **Drones and Autonomous** Vehicles
- IoT/Industry 4.0
- Optics, Photonics and Sensors
- **Robotics Process Automation**
- **Robotics and Artificial** Intelligence

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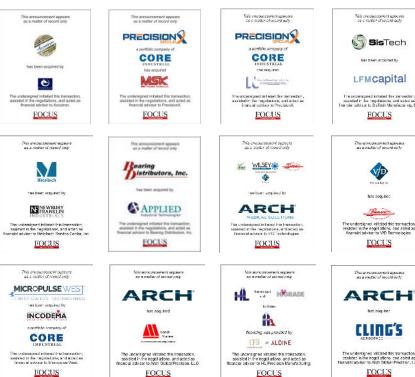
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FOCUS

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FOCUS

Advanced Manufacturing Overview



FOCUS OVERVIEW

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

ABOUT US

Combining more than 40 years of M&A advisory experience, FOCUS Investment Banking drives results for middle marketing clients across 11 coverage groups. With over 50+ professionals, FOCUS boasts a nationwide footprint and access to foreign markets through 36 global partnerships.

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

Industry Practice Areas

Advanced Manufacturing Automotive Aftermarket Business Services Consumer Food & Beverage Government & Defense Industrials & Energy Healthcare Supply Chain Technology Services Telecom

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.

CONDUCTED OVER

250 TRANSACTIONS FIRMWIDE

OVER

40

YEARS OF MIDDLE MARKET EXPERIENCE

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

