

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
- Extensive international reach and research
- Building an enterprise through targeted M&A
- Recapitalizations and distressed situations

## AREAS OF FOCUS

- Advanced Materials
- Aerospace and Defense
- Electronic Manufacturing Services
- Medical Device Fabrication
- Precision Machining and Metal Components Fabrication
- Additive Manufacturing
- Automation Integration
- Drones and Autonomous Vehicles
- IoT/Industry 4.0
- Optics, Photonics and Sensors
- Robotics Process Automation
- Robotics and Artificial Intelligence

## TEAM CONTACTS

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## SAMPLE TRANSACTIONS

This announcement appears as a matter of record only




has been acquired by




The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Acorn.

This announcement appears as a matter of record only




a portfolio company of  
**CORE INDUSTRIAL**  
has acquired




The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to PrecisionX.

This announcement appears as a matter of record only



a portfolio company of  
**CORE INDUSTRIAL**  
has acquired



The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to PrecisionX.

This announcement appears as a matter of record only



has been acquired by



The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to SisTech.

This announcement appears as a matter of record only



has been acquired by



The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Metaltech.

This announcement appears as a matter of record only



has been acquired by



The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Bearing Distributors, Inc.

This announcement appears as a matter of record only



has been acquired by



The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to WILSEY.

This announcement appears as a matter of record only



has acquired



The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to VFD.

This announcement appears as a matter of record only



has been acquired by



a portfolio company of  
**CORE INDUSTRIAL**

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to IncodeMa West.

This announcement appears as a matter of record only



has acquired



The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Arch Precision LLC.

This announcement appears as a matter of record only



has been acquired by



The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to HL Precision Manufacturing.

This announcement appears as a matter of record only



has acquired



The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Arch Precision LLC.

## 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 market 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

## 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

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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