

FOCUS OVERVIEW

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

Welcome to the FOCUS Automotive Aftermarket Group. Leveraging years of industry specific transaction experience, our bankers can confidently advise on mergers, acquisitions and raising capital for growing businesses across the automotive aftermarket industry.

## AUTOMOTIVE AFTERMARKET TEAM HIGHLIGHTS

- Extensive expertise in collision repairers, paint jobbers, tire & service centers and automotive dealers
- Successfully advised well over twenty clients and close to \$500 million in revenues in recent years
- Analytical research and data driven approach - strategic and financial buyers only
- Strong client references
- Members of M&A Worldwide; enabling FOCUS to easily execute international transactions

### TEAM CONTACTS

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


























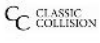







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## SAMPLE TRANSACTIONS

<p>Your workplacement appears as a member of record only</p>  <p>has been acquired by</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Absolute Collision Center.</p> 	<p>Your workplacement appears as a member of record only</p>  <p>has been acquired by</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Bill's Automotive Group.</p> 	<p>Your workplacement appears as a member of record only</p>  <p>has been acquired by</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Auto Body International.</p> 	<p>Your workplacement appears as a member of record only</p>  <p>has been acquired by</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Guaranty Chevrolet.</p> 
<p>Your workplacement appears as a member of record only</p>  <p>has been acquired by</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Syrena Collision Center, Inc.</p> 	<p>Your workplacement appears as a member of record only</p>  <p>has been acquired by</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Capital Collision and Interch, LLC.</p> 	<p>Your workplacement appears as a member of record only</p>  <p>has been acquired by</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Bruce's Body International.</p> 	<p>Your workplacement appears as a member of record only</p>  <p>has been acquired by</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Brothers Body Collision Industries.</p> 
<p>Your workplacement appears as a member of record only</p>  <p>has been acquired by</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to CSR, BSB, and Community Tire.</p> 	<p>Your workplacement appears as a member of record only</p>  <p>has been acquired by</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Classic Collision.</p> 	<p>Your workplacement appears as a member of record only</p>  <p>has been acquired by</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Guaranty Super Centers.</p> 	<p>Your workplacement appears as a member of record only</p>  <p>has acquired</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Ascenso Tyres Service Center.</p> 

## 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