

FOCUS OVERVIEW

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

Welcome to the FOCUS Business Services Group. Leveraging years of industry specific transaction experience, our bankers can confidently advise on mergers, acquisitions and raising capital for growing businesses across the business services industry.

BUSINESS SERVICES TEAM HIGHLIGHTS

- Dynamic industry leaders up to date on new technologies
- Deep experience and a track record of success in several of these B2B service sectors
- Provides M&A advisory services to entrepreneurs, owners, and investors
- Superb client references
- Strong strategic buyer relationships
- Members of M&A Worldwide; enabling FOCUS to easily execute international transactions

TEAM CONTACTS

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SAMPLE TRANSACTIONS

<p>Your recruitment agency as a member of selected only</p>  <p>has been acquired by</p>  <p>a portfolio company of</p> <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Accumark, Inc.</p> 	<p>Your recruitment agency as a member of selected only</p>  <p>has been acquired by</p>  <p>a portfolio company of</p> <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Benchmark, Inc.</p> 	<p>Your recruitment agency as a member of selected only</p>  <p>has been acquired by</p>  <p>a portfolio company of</p> <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Pipevision LLC.</p> 	<p>Your recruitment agency as a member of selected only</p>  <p>has been acquired by</p>  <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Encore Construction.</p> 
<p>Your recruitment agency as a member of selected only</p>  <p>has been recapitalized by</p> <p>Private Investor</p> <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Learning Tree International.</p> 	<p>Your recruitment agency as a member of selected only</p>  <p>has been recapitalized by</p>  <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to SBS Storage Battery Systems, Inc.</p> 	<p>The undersigned advised this transaction as a member of selected only</p>  <p>has provided \$5 million mezzanine loan financing to</p>  <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Paradigm Mezzanine Funding.</p> 	<p>Your recruitment agency as a member of selected only</p>  <p>has been acquired by</p>  <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Kialoa Canoe Paddles, Inc.</p> 
<p>Your recruitment agency as a member of selected only</p>  <p>has been acquired by</p>  <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Hayes AI Conditioning, Inc.</p> 	<p>Your recruitment agency as a member of selected only</p>  <p>has been acquired by</p>  <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to IO Integrates.</p> 	<p>Your recruitment agency as a member of selected only</p> <p>FOCUS Holdings USA, Inc. Employee Stock Ownership Trust</p> <p>has obtained financing from</p>  <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to FOCUS Holdings USA, Inc.</p> 	<p>Your recruitment agency as a member of selected only</p>  <p>has been recapitalized by</p>  <p>and</p> <p>ELEPHANT</p> <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to RedAwning, Inc.</p> 

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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

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