

## FOCUS OVERVIEW

# FOOD & BEVERAGE

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

Welcome to the FOCUS Food & Beverage Group. Leveraging years of industry specific transaction experience, our bankers can confidently advise on mergers, acquisitions and raising capital for growing businesses across the Food & Beverage Industry.

### FOOD & BEVERAGE TEAM HIGHLIGHTS

- Senior dedicated leaders with deep expertise on industry trends
- Extensive executive-level operating experience
- Vast experience with strategic acquirers, private equity and private equity-backed companies
- Outstanding client references

### TEAM CONTACTS

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### SAMPLE TRANSACTIONS

|  |  |  |  |
|--|--|--|--|
| <br>has been acquired by<br><b>Private Buyer</b>  | <br>has acquired<br>         | <br>has been acquired by<br> | Equity Restructuring Done for a Premium Coffee Company<br>  |
| <b>R.O. Mayes Grain Elevator</b><br>has been acquired by<br>  | <br>has been acquired by<br> | <br>has been acquired by<br> | <br>has been acquired by<br> |
| <br>has acquired<br> | <br>Going Private Transaction   | <br>has been acquired by<br> | <br>has been acquired by<br> |

## 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
- Seamless cross-border transaction capabilities giving clients access to global buyers, investors, and opportunities in today's dynamic international market.

## 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

## WHY FOCUS

- **Deep Operating Expertise:** Our senior bankers bring real-world C-level operating experience, giving us unique insight into your business—and how to position it for maximum value.
- **Senior-Level Attention—Start to Finish:** Every engagement is led by a senior banker who remains hands-on throughout the process, ensuring experience and accountability at every step.
- **Tailored Strategies, Not Templates:** No two businesses are alike. We customize each process to align with your goals, timeline, and legacy.
- **Best-in-Class Research Power:** Our in-house research team leverages top-tier data platforms and proprietary insights to uncover the right buyers, investors, or targets others might miss.
- **Proven Results Across Industries:** With hundreds of successful transactions and satisfied clients, our track record speaks for itself—ask us for references.

OVER  
**40**  
YEARS OF MIDDLE MARKET  
EXPERIENCE