

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

<p>Your representation appears as a member of focused only</p>  <p>has been acquired by</p> <p><b>Undisclosed Buyer</b></p> <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as financial advisor to Finewine.com</p> 	<p>Your representation appears as a member of focused only</p>  <p>has acquired</p>  <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as M&amp;A lead advisor to TESCO</p> 	<p>Your representation appears as a member of focused only</p>  <p>has been acquired by</p>  <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as financial advisor to Devenish North America</p> 	<p>Your representation appears as a member of focused only</p>  <p>has been acquired by</p> <p>State of Florida Investment</p> <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as financial advisor to Blanco Niño</p> 
<p>Your representation appears as a member of focused only</p>  <p>has acquired</p>  <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as M&amp;A lead advisor to Nutrincs</p> 	<p>Your representation appears as a member of focused only</p>  <p>has been acquired by</p>  <p>A FOCUS Managing Director represented BeeKman Group, Cello and completed this transaction while working at a prior firm.</p> 	<p>Your representation appears as a member of focused only</p>  <p>has been acquired by</p>  <p>A FOCUS Managing Director represented Joseph's Central, Tostitos and completed this transaction while working at a prior firm.</p> 	<p>Your representation appears as a member of focused only</p>  <p>has been acquired by</p>  <p>A FOCUS Managing Director represented Little Big Burger and completed this transaction while working at a prior firm.</p> 
<p>Your representation appears as a member of focused only</p>  <p>has acquired</p> <p><b>Carroll's Foods, Inc.</b></p> <p>A FOCUS Managing Director represented Smithfield and completed this transaction while working at a prior firm.</p> 	<p>Your representation appears as a member of focused only</p>  <p>Completed Transaction</p> <p>A FOCUS Managing Director represented Domino's and completed this transaction while working at a prior firm.</p> 	<p>Your representation appears as a member of focused only</p>    <p>has been acquired by</p>  <p>A FOCUS Managing Director represented Ravi and completed this transaction while working at a prior firm.</p> 	<p>Your representation appears as a member of focused only</p>  <p>has been acquired by</p> <p><b>LONRHO</b></p> <p>A FOCUS Managing Director represented Crown Fresh Swastics and completed this transaction while working at a prior firm.</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