

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 Undisclosed Buyer</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 JOYCE'S</p> <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as M&A lead advisor to TESCO.</p> 	<p>Your representation appears as a member of focused only.</p>  <p>has been acquired by EASY BIO</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 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 tenkites</p> <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as M&A lead advisor to Nutrincs.</p> 	<p>Your representation appears as a member of focused only.</p>  <p>has been acquired by BECKMAN GROUP</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 Nestle</p> <p>A FOCUS Managing Director represented Joseph's Central, Tostitos and Franks. 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 CHANICLEER</p> <p>A FOCUS Managing Director represented Little Big Burger and Franks. This transaction while working at a prior firm.</p> 
<p>Your representation appears as a member of focused only.</p>  <p>has acquired Carroll's Foods, Inc.</p> <p>A FOCUS Managing Director represented Smithfield and Franks. 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 Franks. 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 four foods group</p> <p>A FOCUS Managing Director represented Ravi's and Franks. 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 LONRHO</p> <p>A FOCUS Managing Director represented Clover Fresh Switzers and Franks. 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

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