

FOCUS OVERVIEW

GOVERNMENT & DEFENSE



































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

Since 1982, our team of investment bankers and senior advisors have advised numerous clients in the government and defense sector with M&A and corporate finance services. Recognizing the growing demand for our activities in this sector, we formed the GAD industry practice group to better serve our clients.

AREAS OF FOCUS

- C4ISR
- Critical Infrastructure Protection
- Defense Electronics and Avionics
- Environmental Remediation & UXO
- Healthcare and Life Sciences
- IT Services and Cybersecurity
- Logistics and Mission Support
- Management, Consulting and Professional Services
- Modeling and Simulation
- PMO, Acquisition Support and Human Capital Management
- Space Systems and Satellite Communication

SAMPLE TRANSACTIONS

<p>Your representation appears as a matter 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 CMI Management.</p> 	<p>Your representation appears as a matter of record only.</p>  <p>has advised</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to McNulty & Associates.</p> 	<p>Your representation appears as a matter 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 Chickasaw.</p> 	<p>Your representation appears as a matter of record only.</p>  <p>has acquired</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Chienega Corporation.</p> 
<p>Your representation appears as a matter 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 Avar Consulting, Inc.</p> 	<p>Your representation appears as a matter 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 Emery, Inc.</p> 	<p>Your representation appears as a matter 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 Adelta, Inc.</p> 	<p>Your representation appears as a matter 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 Chienega Engine Systems, LLC.</p> 
<p>Your representation appears as a matter of record only.</p>  <p>has acquired</p>  <p>A wholly owned subsidiary</p> <p>Zenar</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Business Integra.</p> 	<p>Your representation appears as a matter of record only.</p>  <p>has been acquired by</p> <p>Sagamore Capital</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Black Diamond.</p> 	<p>Your representation appears as a matter 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 Aviatec International.</p> 	<p>Your representation appears as a matter of record only.</p>  <p>has been acquired by</p> <p>LAKE FAMILY TRUST</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to IMS.</p> 

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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