

FOCUS OVERVIEW

HEALTHCARE

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

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

HEALTHCARE TEAM HIGHLIGHTS

- Senior dedicated leaders with deep expertise on industry trends
- Extensive executive-level operating experience
- Experts in Private Equity Physician Practice Management (PPM)
- Vast experience with strategic acquirers, private equity and private equity-backed companies
- Outstanding client references

AREAS OF FOCUS

- Physician Services
- Behavioral Health
- Healthcare Services
- Medical Devices
- Healthcare IT
- Life Sciences

SAMPLE TRANSACTIONS

<p>Your representation appears as a member of focused only</p>  <p>Michigan ENT Michigan ENT</p> <p>has been acquired by</p>  <p>PARALLEL SRS INC.</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Michigan ENT.</p> 	<p>Your representation appears as a member of focused only</p>  <p>Dulles Eye Associates</p> <p>has been acquired by</p>  <p>ReFocus</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Dulles Eye Associates.</p> 	<p>Your representation appears as a member of focused only</p>  <p>MidMichigan ENT</p> <p>has been acquired by</p>  <p>ALIGN SRS INC.</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to MidMichigan ENT.</p> 	<p>Your representation appears as a member of focused only</p>  <p>VELMED Inc.</p> <p>has been acquired by</p>  <p>chs</p> <p>a portfolio company of</p>  <p>FLEXPOINT FORD</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Velmed, Inc.</p> 
<p>Your representation appears as a member of focused only</p>  <p>VISTA EYE SPECIALISTS</p> <p>has been acquired by</p>  <p>ATLANTIC</p> <p>a portfolio company of</p>  <p>SHERIDAN CAPITAL PARTNERS</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Vista Eye Specialists.</p> 	<p>Your representation appears as a member of focused only</p> <p>The Retina Eye Center</p> <p>has been acquired by</p>  <p>RETINA</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to The Retina Eye Center.</p> 	<p>Your representation appears as a member of focused only</p>  <p>MICROCONSULT, INC.</p> <p>has been acquired by</p>  <p>Certified Group</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Microconsult, Inc.</p> 	<p>Your representation appears as a member of focused only</p>  <p>LEE EYE CENTER</p> <p>has been acquired by</p>  <p>MIDWEST VISION</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Lee Eye Center.</p> 
<p>Your representation appears as a member of focused only</p>  <p>LEE SURGERY CENTER</p> <p>has been acquired by</p>  <p>MIDWEST VISION</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Lee Surgery Center.</p> 	<p>Your representation appears as a member of focused only</p>  <p>EAST COAST RETINA</p> <p>has been acquired by</p>  <p>RETINA</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to East Coast Retina, PC.</p> 	<p>Your representation appears as a member of focused only</p>  <p>nec CARE</p> <p>has acquired</p>  <p>THERAPEUTIC INTERVENTIONS</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to nec CARE.</p> 	<p>Your representation appears as a member of focused only</p>  <p>nec CARE</p> <p>has acquired</p>  <p>STARLIGHT</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to nec CARE.</p> 

TEAM CONTACTS

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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 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
- 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