

# PRECISION METALWORKING A DEDICATED AND EXPERIENCED MIDDLE MARKETING INVESTMENT BANKING TEAM.

Manufacturing is one of the largest industry practices at FOCUS. We come from leadership positions in industry ourselves and can help owners make complex decisions and find the right partner at the right time.

- Navigating an exit or growth partnership
- Extensive international reach and research
- Building an enterprise through targeted M&A
- Recapitalizations and distressed situations

## AREAS OF FOCUS

Precision Metalworking is experiencing an unprecedented period of consolidation. There is no reason to believe that acquisition activity in the sector will not continue to increase. Leveraging years of industry specific transaction experience, our firm, FOCUS Investment Banking has advised both sellers and buyers in the sale of eighteen precision metalworking firms.

FOCUS clients benefit from our extensive industry relationships and inside knowledge of current valuations and deal structures. By combining bankers who can confidently advise on mergers, acquisitions, and raising capital along with advisors who have deep expertise on industry trends with executive-level operating experience, FOCUS is able to deliver unparalleled advisory to the Precision Metalworking industry.

## SAMPLE TRANSACTIONS

The image displays eight separate transaction logos arranged in a 2x4 grid. Each logo includes the name of a company and text indicating its status, such as 'a portfolio company of', 'has been acquired by', or 'has acquired'. The companies shown include Precision Industrial, Core Industrial, MSK, Micropulse West, Incodepa, Arch Medical Solutions, and others.

## TEAM CONTACTS

### STAN GOWISNOCK

Team Leader  
Chief Strategic Advisor  
203.530.3370  
stan.gowisnock@focusbankers.com

### JORGE MACEYRAS

Managing Director  
202.643.2569  
jorge.maceyras@focusbankers.com

### JOHN SLATER

Senior Advisor  
901.230.5062  
john.slater@focusbankers.com

### ALEX WILLIAMS

Principal  
949.771.5414  
alex.williams@focusbankers.com



## 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 delivers results for middle-market clients across 11 industry coverage groups. With a team of over 100 banking professionals supported by senior advisors and specialists in operations, research, compliance, and marketing, FOCUS provides clients with comprehensive expertise and seamless execution.

## 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.

## 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

Agribusiness and Food  
Automotive  
Business Services  
Consumer  
Fintech  
Government & Defense  
Industrials & Energy  
Healthcare  
Manufacturing  
Supply Chain  
Technology Services  
Telecom

CONDUCTED OVER

**450**

TRANSACTIONS FIRMWIDE

OVER

**40**

YEARS OF MIDDLE MARKET EXPERIENCE

## 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.