

FOCUS OVERVIEW

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

Advanced 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

<p>This announcement appears as a matter of record only</p>  <p>a portfolio company of</p>  <p>has acquired</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Precision.</p> 	<p>This announcement appears as a matter of record only</p>  <p>a portfolio company of</p>  <p>has acquired</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Precision.</p> 	<p>This announcement appears as a matter of record only</p>  <p>has been acquired by</p>  <p>a portfolio company of</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to MicroPulse West.</p> 	<p>This announcement 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 VTD Technologies.</p> 
<p>This announcement 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 Metalltech. Thanks Center, Inc.</p> 	<p>This announcement 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 HL Precision Manufacturing.</p> 	<p>This announcement 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 VTD Technologies.</p> 	<p>This announcement 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 VTD Technologies.</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