

FOCUS OVERVIEW

SUPPLY CHAIN

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

With backgrounds that include C level operating experience as well as over 15 years of industry contacts and relationships with both strategic and financial players in the food industry, our bankers have a deep understanding of the forces at work that are shaping the industry.

AREAS OF FOCUS

















Efficient and secure supply chains are critical to the movement of goods around the globe touching industries ranging from aerospace to food to pharmaceuticals.

Physical assets such as warehouses, trucks, planes, ships, and rail cars are essential underpinnings to supply chains. However, technology continues to play an increasingly important role throughout well-functioning supply chains enabling many of the current trends in distribution and logistics.

AREAS OF FOCUS

- 4PL and 3PL
- WMS/TMS systems
- Fleet management systems
- Stocking and value-added distributors
- Cold chain/food distribution
- Last mile/local delivery and fulfillment
- Packaging
- Track/Trace—GPS, RFID, telematics, IOT
- Wireless communications, IT/ software, enterprise integration

SAMPLE TRANSACTIONS

<p>Your investment appears as a member 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 Reliance Steel & Aluminum.</p> <p>FOCUS</p>	<p>Your investment appears as a member 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 Technuity and Batteries.</p> <p>FOCUS</p>	<p>Your investment appears as a member of record only.</p>  <p>has acquired:</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Park Special Corporation.</p> <p>FOCUS</p>	<p>Your investment appears as a member of record only.</p>  <p>has acquired:</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Traxus Technologies.</p> <p>FOCUS</p>
<p>Your investment appears as a member 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 Elio-Optics Technologies.</p> <p>FOCUS</p>	<p>Your investment appears as a member of record only.</p>  <p>has acquired:</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to ACC Engineering.</p> <p>FOCUS</p>	<p>Your investment appears as a member 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 D'Angelos Automotive.</p> <p>FOCUS</p>	<p>Your investment appears as a member 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 Storage Battery Systems, Inc.</p> <p>FOCUS</p>

TEAM CONTACTS

ERIC OGANESOFF
 Team Leader
 Managing Director
 202.470.1969
 eric.oganesoff@focusbankers.com

BARRY CALOGERO
 Managing Director
 703.628.3093
 barry.calogero@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 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