

# 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

 has been acquired by 	 has been acquired by 	 has acquired 	 has acquired 
 has been acquired by 	 has been acquired by 	 has been acquired by 	 has been recapitalized by 

### 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 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.