

FOCUS OVERVIEW

# TELECOM

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

FOCUS provides a range of investment banking services tailored to the needs of growing businesses. These services include mergers and acquisitions, corporate finance, strategic advisory services, corporate valuations and strategic partnering and alliances.

## OVERVIEW

FOCUS' seasoned team of investment banking professionals have a wealth of experience providing M&A and corporate finance advisory services to middle market clients within the telecommunications industry. We are adept at navigating the complexities of mergers and acquisitions as well as capital raising transactions, ensuring our clients receive tailored guidance and support throughout the process.

This is an exciting time for middle market telecommunications companies. Consolidation among the industry's largest companies creates opportunities for smaller, nimbler competitors to develop the innovative technologies and business models that will shape the industry in the years ahead.

## AREAS OF FOCUS

- Voice and data telecommunications service providers
- Network support services such as engineering, construction and maintenance
- Telecommunications hardware and software
- Equipment distribution and supply chain services

## SAMPLE TRANSACTIONS

 <p>has been acquired by</p> 	 <p>has been acquired by</p>  <p>a portfolio company of</p> 	 <p>has received an investment from</p> 	 <p>has been acquired by</p> 
 <p>has been acquired by</p>  <p>a portfolio company of</p> 	 <p>has been acquired by</p> 	 <p>has been acquired by</p> 	 <p>has been acquired by</p>  <p>a portfolio company of</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 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
- 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**

Advanced Manufacturing  
Automotive Aftermarket  
Business Services  
Consumer  
Food & Beverage  
Government & Defense  
Industrials & Energy  
Healthcare  
Supply Chain  
Technology Services  
Telecom

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CONDUCTED OVER  
**250**  
TRANSACTIONS FIRMWIDE

## 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.

OVER  
**40**  
YEARS OF MIDDLE MARKET  
EXPERIENCE