

FOCUS OVERVIEW

INDUSTRIALS & ENERGY

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

Welcome to the FOCUS Industrials and Energy Group. Our team leverages years of industry specific transactional experience. FOCUS bankers can confidently advise on mergers, acquisitions and capital formation for growing businesses across the Industrial and Energy industry.

AREAS OF FOCUS

- Distributed Energy Resources, Smart Grids, and Generation
- Energy Transition and Renewables
- Environmental Services and Waste Management
- Industrial & Facility Service
- Industrial Distribution
- Industrial Manufacturing
- Oilfield & Energy Services
- Specialty Chemicals
- Technology and Automation
- Test and Measurement
- Utility Services and Infrastructure

SAMPLE TRANSACTIONS

 has been acquired by 	 has been acquired by 	Anderson Rubbish Disposal has been acquired by 	 a subsidiary of has sold its assets to subsidiaries of
 has been acquired by 	 has been acquired by a portfolio company of 	 has been acquired by 	 has been acquired by
 has been acquired by a portfolio company of 	 has been acquired by 	 has been acquired by 	 has been acquired 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
Government & Defense
Industrials & Energy
Healthcare
Manufacturing
Supply Chain
Technology Services
Telecom

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