

FOCUS OVERVIEW

INDUSTRIALS & ENERGY



















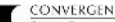

















ONE OF THE MOST EXPERIENCED MIDDLE MARKET INVESTMENT BANKING TEAMS IN THE COUNTRY.

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

<p>Your work/transaction appears as a member of FOCUS only.</p>  <p>has received an investment from</p>  <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as financial advisor to Best Trash.</p> 	<p>Your work/transaction appears as a member of FOCUS only.</p>  <p>has been acquired by</p>  <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as financial advisor to Funder America, Inc.</p> 	<p>Your work/transaction appears as a member of FOCUS only.</p>  <p>has been acquired by</p>  <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as financial advisor to Blue Iron Equipment, LLC.</p> 	<p>Your work/transaction appears as a member of FOCUS only.</p>  <p>has sold to/merged to/with/changed of</p>  <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as financial advisor to JWICE Companies, LLC.</p> 
<p>Your work/transaction appears as a member of FOCUS only.</p>  <p>has sold to/merged to/with/changed of</p>  <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as financial advisor to Henkel Corporation.</p> 	<p>Your work/transaction appears as a member of FOCUS only.</p>  <p>has been acquired by</p>  <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as financial advisor to Blue Iron Equipment, LLC.</p> 	<p>Your work/transaction appears as a member of FOCUS only.</p>  <p>has been acquired by</p>  <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as financial advisor to Convergent.</p> 	<p>Your work/transaction appears as a member of FOCUS only.</p>  <p>has been acquired by</p>  <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as financial advisor to Ecol Farming.</p> 
<p>Your work/transaction appears as a member of FOCUS only.</p>  <p>has been acquired by</p>  <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as financial advisor to Vista Services LLC.</p> 	<p>Your work/transaction appears as a member of FOCUS only.</p>  <p>has been acquired by</p>  <p>A FOCUS Managing Director represented Flanders and represented the acquisition while working as a partner.</p> 	<p>Your work/transaction appears as a member of FOCUS only.</p>  <p>has been acquired by</p>  <p>A FOCUS Managing Director represented Lee Electric Corporation. He was involved in this transaction while serving as a partner.</p> 	<p>Your work/transaction appears as a member of FOCUS only.</p>  <p>has been acquired by</p>  <p>A FOCUS Managing Director represented Magnolia while involved in this transaction while working as a partner.</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