

AGRIBUSINESS & FOOD

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

Welcome to the FOCUS Agribusiness & Food Group. Leveraging years of industry specific transaction experience, our bankers can confidently advise on mergers, acquisitions and raising capital for growing businesses across the industry.

AGRIBUSINESS & TEAM HIGHLIGHTS

- Expertise across sell-side, buy-side, capital raising, and restructuring transactions tailored specifically to the nuances of the agribusiness and food sectors
- Extensive executive-level operating experience
- Vast experience with strategic acquirers, private equity and private equity-backed companies
- Outstanding client references
- Access to industry-specific data, valuation benchmarks, and emerging market trends to support informed decision-making and maximize value for clients

TEAM CONTACTS

ROBERT ADAMS
President
robert.adams@focusbankers.com

BRIAN BARRETT
Managing Director
brian.barrett@focusbankers.com















KATE ELLIOTT
Director of Research
202-785-9413
kate.elliott@focusbankers.com

SEAN HAYNES
Senior Advisor
209-324-7286
sean.haynes@focusbankers.com

BETH JOHNSON
Associate
434-806-1689
beth.johnson@focusbankers.com

RICK THOMAS
CEO
rick.thomas@focusbankers.com

SAMPLE TRANSACTIONS

 has been acquired by 	 has acquired 	 has been acquired by 	<p>Equity Restructuring Done for a Premium Coffee Company</p> 
<p>R.O. Mayes Grain Elevator</p> <p>has been acquired by</p> 	 has received debt from 	 has been acquired by 	 has acquired 



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.