

FOCUS OVERVIEW

LEGAL SERVICES

FOCUS INVESTMENT BANKING FORMS DEDICATED LEGAL SERVICES MERGERS AND ACQUISITION TEAM

LEGAL SERVICES OVERVIEW

The FOCUS Investment Banking Legal Services M&A team is comprised of professionals with extensive industry experience advising professional services firms, strategic buyers, and private equity investors on M&A transactions and financing solutions. We apply a comprehensive, institutional-quality sell-side and buy-side process to law firm transactions, including Asset, Stock, MSO, and ABS structures, as well as debt capital raises. Our team spans the U.S. and UK and is supported by a dedicated research group and a leading legal intelligence technology platform.

Our law firm clients benefit from a significant increase in both the quantity and quality of merger and acquisition opportunities aligned with their strategic objectives, including size, practice areas, geography, and cultural fit. With an established banker presence across the U.S. and Europe, we enable clients to pursue both domestic and cross-border transactions to support their long-term growth and global expansion.

FOCUS serves as an outsourced corporate development partner, helping firms proactively identify, evaluate, and execute strategic transactions. Our success-based fee structure aligns our interests with those of our clients, and we provide access to capital solutions to support lift-out transactions, acquisitions, and bridge or long-term financing needs.

We are licensed M&A investment banking professionals. Securities transactions are conducted through FOCUS Securities LLC, an affiliated company, registered broker-dealer, and member FINRA/SIPC.

SAMPLE TRANSACTIONS

 ALPHA DISCOVERY	 MCNULTY CLEAR Carbon Deloitte	 TSR Vienna Parent Corporation BC for work	 Clear Carbon Deloitte	 Source K&L Gates
Legal Services	CPA/Advisory	Professional Services	CPA/Advisory	Professional Services
 CyberSolutions Deloitte	 ReFocus	 CYBERSHEALTH LIGHTVIEW CAPITAL	 SECURITY 7 Integris Frontenac	 FUTURE RANGE Cardinal
CPA/Advisory	Physician Practice MSO	Managed Services	Managed Services	CPA/Advisory

TEAM CONTACTS

BOB MAIDEN

Managing Director
215.353.0486

bob.maiden@focusbankers.com

APRIL TAYLOR

Managing Director
202.470.1976

april.taylor@focusbankers.com

JAMES STAFFORD

Principal

+44 (0)7881 516894

james.stafford@focusbankers.com

KATE ELLIOTT

Director of Research
215.353.0486

kate.elliott@focusbankers.com

BOB BEARD

Chief Compliance Officer and
Managing Director

404.557.1045

bob.beard@focusbankers.com



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