

FOCUS OVERVIEW

ENERGY

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

Welcome to the FOCUS 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.

ENERGY TEAM HIGHLIGHTS

- Ongoing investment in energy infrastructure, grid modernization, electrification, and renewables continues to drive M&A activity.
- Buyers prioritize companies with strong backlogs, healthy margins, diversified end-market exposure, and differentiated capabilities.
- Effective positioning is critical to communicating long-term value and attracting the right strategic and financial buyers.
- FOCUS combines deep sector expertise with disciplined sale processes to highlight key value drivers and maximize transaction outcomes.

SAMPLE TRANSACTIONS

 has been recapitalized by 	 has been recapitalized by EMI- MR	 has been recapitalized by Private Investors	 has received debt from Undisclosed
 has been acquired by AMBERJACK CAPITAL BY PARTNERS	 has been acquired by OSCEOLA CAPITAL MANAGEMENT	Anderson Rubbish Disposal has been acquired by WM WASTE MANAGEMENT	 a subsidiary of ZACHRY has sold its assets to subsidiaries of QUANTA SERVICES, INC.
 has been acquired by TERRA ENERGY a portfolio company of SAW MILL CAPITAL	 has been acquired by CH CENTER HOCK INC.	 has been acquired by QUANTA SERVICES, INC.	 has been acquired by WARREN EQUITY PARTNERS

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 delivers results for middle-market clients across 11 industry coverage groups. With a team of over 60 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

- Established middle-market investment banking platform with offices in the United States, Ireland, and the United Kingdom.
- Specialized in strategic transactions ranging from \$10 million to \$150 million.
- 60+ banking professionals across North America and Europe supported by operations, research, compliance, and marketing support staff.
- Named #1 on Axial's Top 20 Lower Middle Market Investment Banks.
- Member of M&A Worldwide, providing access to a global network of strategic buyers and investors.
- FOCUS Securities LLC is a registered broker/dealer and member of FINRA/SIPC.

Industry Practice Areas

Agribusiness & Food
Automotive
Business Services
Consumer
Energy
Fintech
Government & Defense
Healthcare
Manufacturing
Technology Services
Telecom

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.

CONDUCTED OVER
1000
TRANSACTIONS FIRMWIDE

OVER
40
YEARS OF MIDDLE MARKET
EXPERIENCE

OFFICES IN
U.S. | Ireland | U.K.

WHY FOCUS

- **Deep Operating Expertise:** Senior bankers with real C-suite experience.
- **Senior-Level Attention—Start to Finish:** Hands-on senior leadership throughout.
- **Tailored Strategies, Not Templates:** Customized to your goals and timeline.
- **Best-in-Class Research Power:** Proprietary research that finds the right opportunities.
- **Proven Results Across Industries:** Hundreds of successful transactions.