

FOCUS OVERVIEW

GOVERNMENT & DEFENSE

ONE OF THE MOST EXPERIENCED MIDDLE MARKET INVESTMENT BANKING TEAMS.

Since 1982, our team of investment bankers and senior advisors have advised numerous clients in the government and defense sector with M&A and corporate finance services. Recognizing the growing demand for our activities in this sector, we formed the GAD industry practice group to better serve our clients.

AREAS OF FOCUS

- C4ISR
- Critical Infrastructure Protection
- Defense Electronics and Avionics
- Environmental Remediation & UXO
- Healthcare and Life Sciences
- IT Services and Cybersecurity
- Logistics and Mission Support
- Management, Consulting and Professional Services
- Modeling and Simulation
- PMO, Acquisition Support and Human Capital Management
- Space Systems and Satellite Communication

SAMPLE TRANSACTIONS

 has been acquired by 	 has been acquired by 	 has been acquired by 	 has been acquired by 
 has been acquired by 	 has been acquired by 	 has been acquired by 	 a wholly owned subsidiary of Chenega Corporation has been acquired by 
 has been acquired by 	 has been recapitalized by 	 has been acquired by 	 has been acquired by LAKE FAMILY TRUST

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 a variety of major industry 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.
- We advise privately held, family and founder-owned companies.
- Specialize 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
Building & Infrastructure Services
Business Services
Consumer
Energy
Fintech
Government & Defense
Healthcare
Manufacturing
Technology Services
Telecom

SERVICES PROVIDED

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 Track Record of Successful Outcomes:** Completed transactions across a variety of major industries.