

# PRECISION METALWORKING

## A DEDICATED AND EXPERIENCED MIDDLE MARKETING INVESTMENT BANKING TEAM.

Manufacturing is one of the largest industry practices at FOCUS. We come from leadership positions in industry ourselves and can help owners make complex decisions and find the right partner at the right time.

- Navigating an exit or growth partnership
- Extensive international reach and research
- Building an enterprise through targeted M&A
- Recapitalizations and distressed situations

### AREAS OF FOCUS

Precision Metalworking is experiencing an unprecedented period of consolidation. There is no reason to believe that acquisition activity in the sector will not continue to increase. Leveraging years of industry specific transaction experience, our firm, FOCUS Investment Banking has advised both sellers and buyers in the sale of eighteen precision metalworking firms.

FOCUS clients benefit from our extensive industry relationships and inside knowledge of current valuations and deal structures. By combining bankers who can confidently advise on mergers, acquisitions, and raising capital along with advisors who have deep expertise on industry trends with executive-level operating experience, FOCUS is able to deliver unparalleled advisory to the Precision Metalworking industry.

### SAMPLE TRANSACTIONS

|                                                                                                                                                                       |                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                |
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| <br>a portfolio company of<br><b>CORE INDUSTRIAL</b><br>has acquired<br><b>MSK</b> | <br>a portfolio company of<br><b>CORE INDUSTRIAL</b><br>has acquired<br>                        | <br>EDM SPECIALISTS   CNC MACHINING<br>has been acquired by<br><b>INCODER</b><br>a portfolio company of<br><b>CORE INDUSTRIAL</b> | <br>a portfolio company of<br><b>CORE INDUSTRIAL</b><br>has acquired<br> |
| <br>has been acquired by<br><b>NEWBURY FRANKLIN INDUSTRIAL</b>                     | <br>has merged with<br><b>HUGOBONE</b><br>to form<br><br>forming our practice for <b>ALDINE</b> | <br>has been acquired by<br><b>ARCH MEDICAL SOLUTIONS</b>                                                                         | <br>has acquired<br>                                                     |

### 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.

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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.