

FOCUS OVERVIEW

TELECOM

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

FOCUS provides a range of investment banking services tailored to the needs of growing businesses. These services include mergers and acquisitions, corporate finance, strategic advisory services, corporate valuations and strategic partnering and alliances.

OVERVIEW

FOCUS' seasoned team of investment banking professionals have a wealth of experience providing M&A and corporate finance advisory services to middle market clients within the telecommunications industry. We are adept at navigating the complexities of mergers and acquisitions as well as capital raising transactions, ensuring our clients receive tailored guidance and support throughout the process.

This is an exciting time for middle market telecommunications companies. Consolidation among the industry's largest companies creates opportunities for smaller, nimbler competitors to develop the innovative technologies and business models that will shape the industry in the years ahead.

AREAS OF FOCUS

- Voice and data telecommunications service providers
- Network support services such as engineering, construction and maintenance
- Telecommunications hardware and software
- Equipment distribution and supply chain services

SAMPLE TRANSACTIONS

 has been acquired by PFINGSTEN	 has been acquired by  rib FIXED COST REDUCTION a portfolio company of  O2 Investment Partners, LLC	 has received an investment from 	 has been acquired by 
 has been acquired by  TriStrux a portfolio company of  HURON	 has been acquired by  Connectbase	 has been acquired by  Unitek	 has been acquired by  TIS Group a portfolio company of  CALERA CAPITAL

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.