



As a trusted advisor, we guide our clients through complex financial and strategic challenges to achieve compelling results.

A Progressive Approach

Founded in 2002, FocalPoint is a leading independent investment bank focused on effectuating transactions for middle-market companies. We have grown quickly since inception, capitalizing on our key differentiators that create a compelling value proposition for our clients.

Senior Level Attention

Our senior professionals know how important a transaction is to our client. We believe the best way to close your deal is to make it equally important to us. The result – we have successfully closed over \$6 billion in transactions.

Industries

We believe that the future of investment banking will be characterized by increasing industry specialization. We have dedicated industry groups across five key verticals that allow us to credibly represent you in the marketplace.



Consumer

Restaurants & Retail
Food & Beverage
Healthy & Active Living
Franchising
Apparel
Personal Care
Consumer Durables
Enthusiast Products



Industrial

Manufacturing
Aerospace & Defense
Advanced Materials
Energy
Industrial Technology
Plastics & Packaging
Recycling
Automotive



Healthcare

Home Healthcare
Specialty Pharmacy
Hospitals
Healthcare IT
Healthcare Products
Healthcare Services
Alternative Site Care



Technology /Media

Hardware & Software
IT Services
E-Commerce
Telecommunications
Entertainment & Media
Tech-enabled Services
Mobile & Ad Tech



Business Services

Consulting
Logistics /Distribution
Staffing
Construction Services
Outsourcing
Marketing Services
Building Services



FocalPoint is a member of the International Association of Investment Bankers, which is comprised of over 100 bankers globally. We have significant access to international sources of capital and strategic buyers.

FOCALPOINT

Investment Banking



DEDICATED COMPOSITE & ADVANCED MATERIALS PRACTICE

For nearly 15 years, FocalPoint has been helping entrepreneurs, as well as privately and publicly held companies create significant value by advising on M&A, capital raising and other strategic advisory services. We have completed over \$6 billion in transaction value, and have deep expertise across the Composites & Advanced Materials industry having worked with some of the most well-known companies in the sector.



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Whether you are looking for capital to grow your business, to partner with private equity or to find a strategic partner, FocalPoint's dedicated investment banking team has unrivalled experience in the space.

- **Mergers & Acquisitions** (*Buy-side & Sell-side*)
- **Capital Raising** (*Debt & Equity*)
- **Distressed & Special Situations**
- **Strategic Advisory**

REPRESENTATIVE SELL-SIDE & CAPITAL RAISING TRANSACTION EXPERIENCE

 has sold substantially all of its assets to DIEFFENBACHER	 has received a majority equity investment from HILLCREST CAPITAL PARTNERS	 has been acquired by CARLYLE	 has been acquired by SYNCHRONOUS AEROSPACE GROUP a portfolio company of LITTLEJOHN & CO., INC.
 has been acquired by KROTOS DEFENSE & SECURITY SOLUTIONS	 has received a growth capital investment	 has been acquired by Oilgear a portfolio company of MASON WELLS	 has been acquired by RAF INDUSTRIES

REPRESENTATIVE BUY-SIDE TRANSACTION EXPERIENCE

 has acquired AMERICAN CAPITAL	 has acquired LAMSCO WEST INC. from HANCOCK PARK ASSOCIATES	 has acquired COMPOSITE CORP. from HKW	 has acquired COMPOSITES HORIZONS, INC.
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TRUSTED VOICE WITHIN THE INDUSTRY

FocalPoint has long been a trusted voice within the Composites & Advanced Materials industry having spoken at numerous industry events and conferences, and published a variety of content for leading industry publications such as *CompositesWorld*, *Aviation Week & Space Technology*, *PlasticsNews*, and *Reinforced Plastics Magazine*

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Current state of the M&A and capital Markets (CW - April 2017)

MARKET TRENDS

M&A ACTIVITY IN THE COMPOSITES INDUSTRY: A REVIEW OF 2012 AND THE OUTLOOK FOR 2013

BY MICHAEL DEL PERO

Market Trends, M&A Activity in the Composites Industry (CW - March 2013)

M&A activity in the composites industry

BY MICHAEL DEL PERO

M&A Activity in the Composites Industry (CW - March 2011)