

Covid-19 Response – Adapting Our Business Model

November 2020

Strictly Private & Confidential



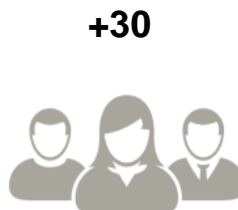
Established 2010



Invited Partner since 2018



Offices



Staff



Ireland



Transactions



+ 36
Countries
Worldwide

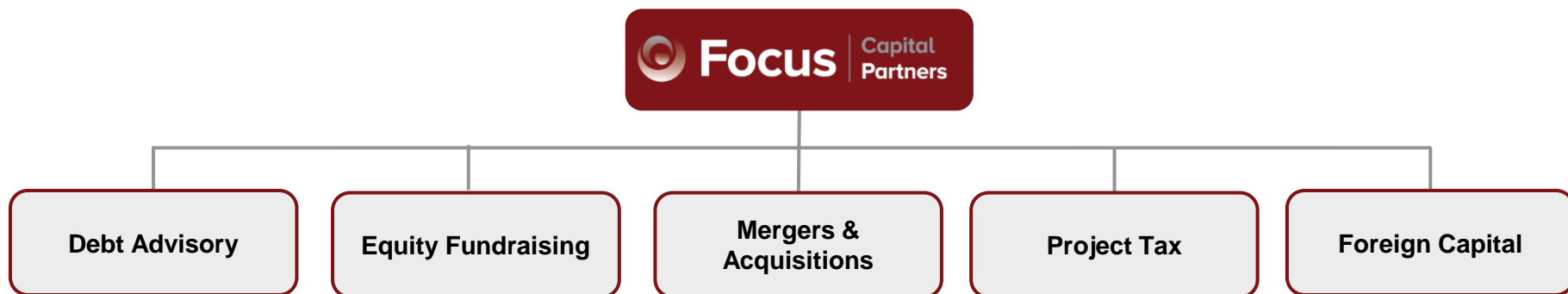


Members



Completed Deals

Focus Capital Partners (“Focus”) offers clients a full suite of services that allows smart capital to connect with the right opportunities





experience combined in corporate advisory transactions

Robert Adams - Managing Director



Robert is one of Ireland's leading Corporate Finance Advisors with a wealth of experience in Debt & Equity Fundraising and a strong reputation for refinancing business and property based portfolios.

Brian McGann - Chairman



Prior to establishing Focus Capital Partners, Brian was a Founding and Managing Partner with BDO in Ireland and was instrumental in the growth of the firm to becoming a leading top 6 firm in Ireland.

Martin Higgins - Equity Fundraising Director



Martin's core specialist skills of developing & financing fast growing businesses have been developed over 25 years as a Managing Director/CEO of international commercial trading companies.

Alan Kelly – M&A Director



Alan has worked in some of Ireland's largest logistics and distribution companies. Alan also headed up M&A for MKO and Molana with specific expertise in technology, hospitality & property sectors.

Ray Wheatley – Property Services Director



Ray is a senior property & finance professional with strong relationship, investment and credit skills. He has proven experience in the asset management of extensive loan & property portfolios.

Andrew Kenny – Tax Director



Andrew was previously a partner in Warren & Partners with over 10 years' experience advising personal and corporate tax clients (High Net Worth Individuals, Start Ups & sizeable Irish Private Companies).

Jack O'Keeffe – Infrastructure Director



Jack has an extensive background in banking, funding, investments and corporate finance across a broad range of sectors. He has executed transactions across a variety of industries with recent focus on renewable energy & social housing sectors.

Covid-19 Impact in Ireland



Coronavirus
COVID-19

Phase 1

- In March 2020, Ireland entered a full lockdown that seen a number of businesses closed for 2 weeks
- Only essential services were allowed to remain open
- All other businesses were forced to work from home and adapt to a new way of remote working

Phase 2

- Lockdown was lifted and new medium level restrictions were imposed within the country
- Business development and face to face meetings were allowed again once guidelines were followed
- Parts of the hospitality sector opened nationwide again.

Phase 3

- 6 week lockdown imposed again
- Physical meetings and gatherings extremely limited to special circumstances
- Restrictions to be maintained at a high level until the end of 2020

Mar-20

Apr-20

May-20

Jun-20

Jul-20

Aug-20

Sept-20

Oct-20

Nov-20



Impact on fees & future fee generation

Impact on clients & ability to interact

Impact on staff morale & interaction

Remote working adaptability

Focus Capital Partners Response Plan

Phase #	Impact	Mitigation Response
Phase 1	<ul style="list-style-type: none"> 5 live M&A deals were either paused or cancelled Large number of debt advisory engagement paused Equity fundraising investors were severely impacted and source of funds for a number of engagements were unknown. 	<ul style="list-style-type: none"> Engaged with Enterprise Ireland, government organisation to perform independent business reviews of SME's impacted by Covid-19 Steadied the ship on existing debt & equity engagements to ensure clients remained calmed & a future comprehensive response plan was created
Phase 2	<ul style="list-style-type: none"> M&A – focus on specific sectors and pushed business development to the max once restrictions were lifted Equity Fundraising – identified a number of more advanced staged companies and offered mezzanine debt/equity offerings. Focused on Renewables & Technology sector Debt Advisory – Positioned Focus as key partners with Ireland's largest banks and government organisations. Future restructuring work and debt origination will be aided by strength of these relationships Strong emphasis on the tax service offering – expanding in to networks in regional area's to bring expert advice (Covid-19 has changed people perception around tax planning. 	<ul style="list-style-type: none"> Active business development nationwide in a number of targeted sectorial area's Created a number of innovative equity fundraising mechanisms which were offered to a number of trusted clients Expansion of the tax team's reach around Ireland and acceptance in to additional accountancy networks Active engagement with banks & funders re feedback in the market & brainstorming sessions for future funding opportunities & solutions
Phase 3	<ul style="list-style-type: none"> Signing mandates for both sell side and buy side in the M&A landscape Continued focus on increasing Tax brand nationwide and bringing expert solutions to clients during covid-19 Core focus of equity fundraising shifted to key clients/relationships – offered a more bespoke specialised offering in mez funding & growth capital Building increased relationships with funders in Ireland to position Focus at the top for a potential recovery in 2021 & leader in restructuring 	<ul style="list-style-type: none"> Core focus on getting mandates signed & staff fully engaged in execution Continued relationship building with existing clients and niche offerings to assist growth for 2021 Promotion and advertising services & completed engagements to expand the brand nationwide

+40

Engagements



- As of November 2020, Focus Capital Partners has successfully engaged with 40 new businesses performing independent Covid-19 business reviews including funding solutions options.
- This was delivered alongside Enterprise Ireland, a government organisation responsible for the development & growth of Irish enterprises in world markets.
- **Enterprise Ireland have now awarded Focus Capital to their panel and a number of follow on opportunities are now available to the firm**

c.€30m

Debt Origination Engagement Completed



- Completed a c.€30m debt origination engagement in August 2020 with **Ireland Strategic Investment Fund (“ISIF”)**.
- This fund has a mandate to invest on a commercial basis in a manner designed to support economic activity and employment in Ireland and was the first completed transaction of 2020 since Covid-19 pandemic began in March 2020 in Ireland.
- **Focus are currently in discussions on a new debt investment with ISIF for a newly attained client.**

+2

M&A Engagements closed first half 2020



- KM Medical was sold to Clanwilliam Group in Q1 of 2020.
- Opening.io was sold to Vista Equity Partners which closed in April 2020 just as covid-19 pandemic impacted the world.
- **Focus are positioning themselves as market leaders in the M&A market in Ireland and through continued effort & business development throughout 2020 have a number of signed mandates for 2021.**

+8

Live Transactions as of Nov-20

- Focus directed their attention to specific sectors for business development which has resulted in 3 signed mandates in Medical/Healthcare sector, 1 in Regtech and 2 in Precision Engineering.
- Alongside M&A engagement, Focus have engaged with 3 clients around Mezzanine/equity financing for growth & expansion.
- **Focus continue to target specific sectors & niche equity/debt offerings to maintain strong client relationships and offer innovative solutions to the marketplace as covid-19 becomes the new normal.**

Many thanks for taking the time to review this proposal.

We are excited to work with you and look forward to hearing from you.



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Focus Capital Partners is a trading name of Focus Corporate Finance Limited which is authorised by Chartered Accountants Ireland to carry on Investment Business.

