

# FOCUS Investment Banking Named a Top 50 Consumer Industry Investment Bank



**Washington, DC, (September 30, 2022)** – [FOCUS Investment Banking](#) (“FOCUS”), a leading national middle market investment banking firm providing merger, acquisition, divestiture, and corporate finance services, is pleased to be recognized as a Top 50 Consumer Investment Bank by Axial. FOCUS’s Consumer team works diligently with clients in the consumer products industry to achieve maximum valuation and create a seamless exit plan.

Axial is a platform for deal sourcing, deal marketing, and relationship-driven business development. In its most recent consumer industry report, Axial examined lower middle market trends from its deal sourcing data while highlighting the top 50 buyers and sellers on the Axial platform based on deal flow, sourcing statistics, and the progression of consumer transactions from outset to closing.

Axial’s deal activity for consumer-related companies continues to be brisk on its platform. In the first half of 2022, activity increased by 41% from the same period in 2021, the same pace as in the prior year period versus 2020.

Axial said the M&A market for consumer-focused companies reflects the overall economy—uncertainty. With doubts about the future of retail spending, potential

buyers are becoming more selective, looking for companies with products and business structures that can withstand a sustained bout of inflation, a recession, or both.

“With inflation surging, many families are getting more selective about how they spend. Private equity funds and others looking to acquire companies that make or sell products for consumers are getting choosier for much the same reason,” Axial commented.

Leah White, Managing Director and Consumer Team Leader at FOCUS, added, “It is an honor to be recognized for the work we have done with our clients in the consumer industry. I’ve had a great experience using the Axial platform for deal marketing. Having the opportunity to introduce my clients to an extended network of quality potential buyers is invaluable.”

## About FOCUS Investment Banking

With more than three decades of experience, [FOCUS Investment Banking](#) is a trusted name in middle market M&A advisory services worldwide. Whether helping to sell, buy, or raise capital, FOCUS strives to maximize the value of every transaction for the benefit of its clients. Securities transactions conducted by FOCUS Securities LLC, an affiliated company, registered Broker Dealer member FINRA/SIPC. For more information, visit [www.focusbankers.com](http://www.focusbankers.com).

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