

FOCUS

Investment Banking

FOCUS Investment Banking Named a Top Five Investment Bank for Lower Middle Market M&A

Top 5 Investment Bank 2022



Washington, DC, (October 17, 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 honored as a Top Five Investment Bank in Axial’s Top Lower Middle Market M&A Advisors list for the third quarter of 2022. FOCUS has been named on this list for the past several quarters.

Axial’s Lower Middle Market Investment Banking League Tables aggregate and rank Axial sell-side M&A advisors based on their quarterly deal activity. The three factors that drive league table ranking include client quality (based on pursuits per deal), buy-side targeting (pursuit rate per deal), and deal outcome (down-funnel letter of intent and closure activity).

“While inflation and the possibility of an economic recession remain headline news, an argument can be made that with growing employment, decreased oil prices, and a continued rise in consumer spending, there is a light – albeit faint – at the end of the macroeconomic tunnel,” Axial said. “In the lower middle market, however, the bright light remains unwavering, with yet another quarter of robust deal flow.”

Axial is the largest platform on the internet for buying, selling, advising, and financing private companies. Over the last 10 years, Axial has established a single, well-known platform that business owners and deal professionals trust to discover and connect with new transaction partners.

“Quarter-over-quarter growth in sell-side projects brought to market via the Axial platform was minimal in Q3,” Axial said. “However the year-on-year increase was up more than 19.6% from the same period last year. And despite deal flow remaining fairly flat, there is the consideration that we came off of a record-breaking Q2 and fairly consistent growth over the past six quarters. Furthermore, the quality of newly-marketed deals in Q3 rose notably: the average revenue of deals marketed in Q3 was up \$12 million from last quarter, and the average EBITDA increased \$1.5 million.”

Kahla Cooper, FOCUS Director of Marketing, said, “Client satisfaction is the most important factor to our firm, and we believe our ranking in the Top Five reflects that. Axial has been a very successful tool in achieving this and we look forward to our continued partnership.”

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.

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