

FOCUS Investment Banking Named a Top Industrial Industry M&A Advisor



Washington, DC, (June 19, 2023) – [FOCUS Investment Banking](#) (“FOCUS”), a national middle market investment banking firm providing merger, acquisition, divestiture, and corporate finance services, has been recognized as a leading M&A advisor in the industrial industry. FOCUS was named to Axial’s ranking of the Top 50 lower middle market M&A advisors and private equity investors in industrial, recognizing its work on sell-side and buy-side transactions.

For years, the industrial sector has served as the driving force of lower middle market M&A. On Axial’s deal origination platform, it has accounted for the highest volume of deals each year, representing

anywhere from 20% to 34% of total annual deals since 2009. Investors’ increased appetite for business development is evident based on Axial platform data. The universe of active acquirer sourcing industrial investments has increased by 40% between May 2022 and May 2023*.

"We are immensely honored to be recognized as one of the top 50 industrial M&A advisors in the lower middle market. This accolade reflects our unwavering commitment to delivering exceptional strategic guidance and solidifying our position as a leading force within the investment banking industry," comment John Sindors, Managing Director, and Industrial Team Leader.

Axial is a platform for deal sourcing, deal marketing, and relationship-driven business development. Axial’s Top 50 industrial list was generated based on a weighted formula leveraging private transaction data from the Axial platform. Metrics in the formula include the number of industrial deals brought to market via Axial (sell-side), the level of interest those deals generated from Axial’s buy-side member base, the number of specific industrial-focused investment mandates created in the platform (buy-side), the number of industrial deals that progressed through the deal funnel achieving a signed NDA, shared CIM, received IOI, received LOI, executed LOI or successfully consummated transaction (buy-side & sell-side).

**Source: Axial Platform Data*

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.

Kahla Cooper

Director of Marketing

kahla.cooper@focusbankers.com