

FOCUS Investment Banking Named #1 Lower Middle Market M&A Advisor In Q2 2023

**Top 5
Investment
Bank**
Q2 2023


Washington, DC, (July 27, 2023) – [FOCUS Investment Banking](#) (“FOCUS”) a national middle market investment banking firm providing merger, acquisition, divestiture, and corporate finance services, is thrilled to announce its exceptional achievement of being named #1 on Axial’s second quarter 2023 lower middle market investment bank league table. This prestigious recognition comes as a testament to FOCUS’s unwavering commitment to providing unparalleled expertise and strategic guidance to its clients.

In Q2 2023, 771 sell-side investment banks and M&A advisors brought a total of 2,647 deals to market. League table recipients represented 120 of those 2,647 deals (4.5%) in the quarter. FOCUS brought 5 new deals to market via Axial and successfully closed one deal with an Axial sourced buyer. Axial’s research noted that during the second quarter of the year, the top 25 investment banks showcased their prowess with an impressive average pursuit rate of 10.9%, surpassing the platform-wide average by over 40% (Pursuit rate measures relative buyer interest in private companies for sale on the Axial platform). Of note, the deals they presented boasted revenue and EBITDA averages of \$16.8 million and \$3.1 million, respectively, showcasing their ability to handle high-value transactions. These averages outperformed the platform-wide figures by nearly 50%, underscoring the top investment banks’ proficiency in securing and marketing deals that consistently outpace market norms. Axial’s research also found that as in the previous quarter, the Industrials sector maintained its dominant position as the most active segment of deal activity. Trailing closely behind were the Food & Hospitality, Consumer Goods, and Technology sectors.

Kahla Cooper, Director of Marketing at FOCUS commented: "We are immensely honored and proud to be recognized as the #1 lower middle market investment bank. This accolade is a testament to our team's dedication and expertise in providing unmatched solutions to our clients. We remain committed to fostering growth and success for businesses in the lower middle market, and this recognition further motivates us to continue exceeding expectations and setting new standards in the industry."

**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