

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



Washington, DC, (October 2, 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 consumer industry. FOCUS was named to Axial’s ranking of the Top 50 lower middle market private equity investors and M&A advisors in consumer, mainly due to its work on sell-side transactions.

Axial is a platform for deal sourcing, deal marketing, and relationship-driven business development. Its Top 50 consumer M&A list was generated based on a weighted formula that considered the number of consumer deals that achieved an intent of interest, an executed letter of intent, or a successful closing.

In recent years, the consumer sector has faced several obstacles: a decline in discretionary spending, interest rate increases, challenges associated with forecasting forward demand, and potential margin contraction. In Axial’s recent research report, it sheds light on these topics and shares its 6-to-12-month M&A market outlook from the perspective of consumer-focused dealmakers on its platform.

The rankings feature the 50 Axial members that have remained resilient through the recent industry setbacks and have continued to be productive.

“FOCUS is pleased to be included in Axial’s Top 50 Consumer Investment Banks,” Leah White, FOCUS Managing Director and Consumer Team Leader, commented. “We continue to see strong buyer interest for quality assets in the consumer space.”

About FOCUS Investment Banking

With more than four 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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