

FOCUS Investment Banking Named a Top Investment Bank for Lower Middle Market M&A in Q3 2023



TOP 25
Investment Bank
Q3 2023

AXIAL

Washington, DC, (October 30, 2023) – [FOCUS Investment Banking](#) (“FOCUS”), a leading national middle market investment banking firm providing merger, acquisition, divestiture, and corporate finance services, is honored to be named among the Top Lower Middle Market Investment Banks for the third quarter of 2023 by Axial.

Axial is a private deal network serving professionals who own, advise, and invest in lower middle market companies. Axial facilitates the discovery and execution of U.S. and Canadian transactions with revenue between \$2.5 million and \$250 million. Axial’s investment banking league tables rank M&A advisors based on their Axial activity,

incorporating four core M&A advisory attributes: client quality, buy-side targeting, deal process effectiveness, and deal outcome. In Q3, 571 sell-side investment banks and M&A advisors brought a total of 2,360 deals to market. Axial’s Q3 2023 League Table recipients represented 102 of those 2,360 deals (4.3%) in the quarter.

“The Axial network empowers us to connect with prospective buyers on behalf of our clients,” commented Kahla Cooper, FOCUS Director of Marketing. “Our objective is to identify unconventional buyers using a tailored approach. Axial enables us to do this.”

“Axial has proven invaluable in our pursuit of finding the right partners for our clients,” added Paul Waters, FOCUS Chief Business Development Officer. “Together we bring a wealth of knowledge and added value to our clients. The opportunity to extend our network of quality potential buyers is vital.”

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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