

FOCUS Investment Banking Named Number One Investment Bank for Lower Middle Market M&A in 2023



Washington, DC, (February 1, 2023) – [FOCUS Investment Banking](#) (“FOCUS”), a leading national middle market investment banking firm providing merger, acquisition, divestiture, and corporate finance services, is excited to be named number one Lower Middle Market Investment Bank by Axial in 2023, a private deal network and operator of one of the industry’s most trusted platforms.

Throughout the last year, the FOCUS team orchestrated and successfully closed 21 deals spanning diverse industries, highlighting our versatility and expertise in navigating various sectors. This rate of success and the variety of industries served were key factors in our team’s selection by Axial.

“2023 was a bit of a slower year for middle market M&A, with deals taking far longer than what we’ve become accustomed to. However, it was still a very successful year for us as a firm and for our many clients,” Rick Thomas, FOCUS CEO, commented. “Both the market and FOCUS demonstrated characteristic resilience, setting up a very robust 2024 for middle market M&A.”

To assemble the list of top investment banks in North America, Axial reviewed the deal-making activities of over 800 investment banks and M&A advisory firms for the full 2023 calendar year. In 2023, the sell-side membership brought nearly 10,000 deals to market via the Axial platform. Axial’s 2023 League Table recipients represented 360 (3.62%) of those deals. The league table ranking methodology is driven largely by four factors: client quality, buyside targeting, M&A process effectiveness, and deal outcome.

“It’s always an honor to be recognized for the work we have done with our clients over the past 40 years,” Thomas added. “FOCUS has had a great experience using the Axial platform for deal marketing. Together we bring added value to our clients, and we always appreciate the opportunity to introduce our clients to an extended network of quality potential buyers.”

This year is already showing strong signals of what’s ahead. Within weeks of the start, six deals are under LOI (Letter of Intent) with many more in the pipeline to close in 1H 2024. We will continue to network within our communities to help business owners buy or sell – usually, a once-in-a-lifetime transaction that, done right, will help ensure their future prosperity.

The Axial network serves professionals who own, advise, and invest in the lower middle market. Over 20,000 lower middle market investors, M&A advisors, and owner-operators trust Axial’s platform for deal sourcing, deal marketing, and relationship-driven business development.

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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