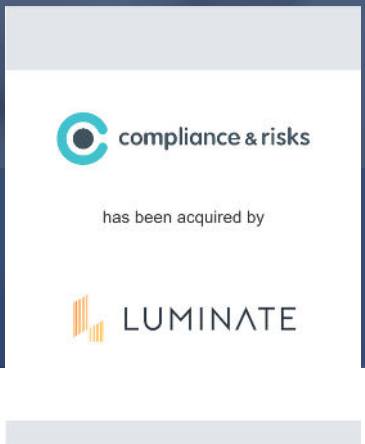
CASE STUDY

Compliance and Risks Acquired by Luminate



ABOUT US

Combining more than 40 years of M&A advisory experience, FOCUS Investment Banking drives results for middle market clients across 11 coverage groups. With over 50+ professionals, FOCUS boasts a nationwide footprint and access to foreign markets through 36 global partnerships.

Process & Overview

Compliance and Risks is a trusted market access technology provider for leading global brands. Over 200 shareholders were seeking a full or majority sale to a trade or private equity buyer, targeting strong up-front consideration.

The transaction was completed on a nine-month timeline, from October 2020 to July 2021.

Phase 1: Over 40 global buyers were contacted (Feb–Apr 2021).
Phase 2: 17 offers were received from a mix of trade and PE investors.

"I have to say a huge thank you to all involved from FOCUS Capital Partners for an amazing effort sustained for 9 months and more, with enormous personal sacrifice by lots of different people. Without the incredible input of everyone on the FOCUS team and all of the people who stand behind them, I can't imagine how much longer this would have taken."

Joe Skulski
CEO & Shareholder, Compliance and Risks

Transaction Results

An enterprise value well in excess of client expectations was achieved. The transaction achieved 100% upfront consideration, with no deferred or performance-based payments. The senior management team and Board were able to roll a portion of their equity, while a new ESOP was established to incentivize the existing management team and support future growth.

To Learn More, Contact:

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