

FOCUS OVERVIEW

FINTECH

ONE OF THE MOST EXPERIENCED MIDDLE MARKET INVESTMENT BANKING TEAMS IN THE COUNTRY.

FOCUS provides a range of investment banking services tailored to the needs of growing businesses. These services include mergers and acquisitions, corporate finance, strategic advisory services, corporate valuations and strategic partnering and alliances.

OVERVIEW

The fintech sector continues to evolve as AI adoption, regulatory change, and investor demand for sustainable growth reshape the competitive landscape. Buyers are increasingly focused on businesses with high-quality recurring revenue, scalable operating models, differentiated technology, and strong market positioning. In this environment, clearly articulating a company's competitive advantages and long-term growth potential is critical to maximizing value. FOCUS leverages deep sector expertise, extensive industry relationships, and significant transaction experience to position fintech companies for successful outcomes.

AREAS OF FOCUS

- Payments
- Banking & Lending
- Digital Assets & Blockchain
- Neobanking
- Wealth & Capital Markets Technology
- RegTech
- InsurTech
- Office of the CFO

SAMPLE TRANSACTIONS

 on its sale to a consortium of  TOWERBROOK J.C. Flowers & Co.	 Advisor to the Related Party Committee on its merger with 	 on its multi-asset continuation fund  PARKERSTUDY PARKERSTUDY	 on the carve out and sale of its payment business to 
 on its sale to 	 on its aborted acquisition of 	 on its sale to 	 on its sale to  THE BALFOUR GROUP

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FOCUS OVERVIEW

A LEADING MIDDLE-MARKET INVESTMENT BANK WITH DEEP INDUSTRY EXPERTISE NATIONWIDE FOOTPRINT AND GLOBAL REACH

ABOUT US

Combining more than 40 years of M&A advisory experience, FOCUS delivers results for middle-market clients across 11 industry coverage groups. With a team of over 60 banking professionals supported by senior advisors and specialists in operations, research, compliance, and marketing, FOCUS provides clients with comprehensive expertise and seamless execution.

WHO WE ARE

- Established middle-market investment banking platform with offices in the United States, Ireland, and the United Kingdom.
- Specialized in strategic transactions ranging from \$10 million to \$150 million.
- 60+ banking professionals across North America and Europe supported by operations, research, compliance, and marketing support staff.
- Named #1 on Axial's Top 20 Lower Middle Market Investment Banks.
- Member of M&A Worldwide, providing access to a global network of strategic buyers and investors.
- FOCUS Securities LLC is a registered broker/dealer and member of FINRA/SIPC.

Industry Practice Areas

Agribusiness & Food
Automotive
Business Services
Consumer
Energy
Fintech
Government & Defense
Healthcare
Manufacturing
Technology Services
Telecom

WHAT WE DO

Sell Side

FOCUS delivers superior results with a systematic, comprehensive sales advisory process targeting the optimal acquirer for each client's business.

Buy Side

FOCUS helps companies grow via targeted acquisition campaigns that reach a wide variety of companies, including companies not actively for sale.

Capital Raise

FOCUS arranges debt and/or equity financing to help fuel client growth.

CONDUCTED OVER
1000
TRANSACTIONS FIRMWIDE

OVER
40
YEARS OF MIDDLE MARKET
EXPERIENCE

OFFICES IN
U.S. | Ireland | U.K.

WHY FOCUS

- **Deep Operating Expertise:** Senior bankers with real C-suite experience.
- **Senior-Level Attention—Start to Finish:** Hands-on senior leadership throughout.
- **Tailored Strategies, Not Templates:** Customized to your goals and timeline.
- **Best-in-Class Research Power:** Proprietary research that finds the right opportunities.
- **Proven Results Across Industries:** Hundreds of successful transactions.