# ADVISOR 100

The buyside's most referred lower middle market **investment banks** and M&A advisors.



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### Introduction

The Axial Advisor 100 is a quest to identify, verify and publicly acknowledge the most highly regarded lower middle market sell-side M&A advisors in North America. The Axial Advisor 100 is inspired by Institutional Investor's "All America Research Providers", in which the publication endeavors to authoritatively rank the top sell-side Wall Street research analysts by surveying a broad, verified swath of institutional money managers and investment analysts.

Similarly, Axial Advisor 100 enables any lower middle market M&A advisor and their firm to earn recognition based on the quality and frequency of the votes they receive from the Axial buyside membership.

In total, Axial's buyside membership includes more than 2,500 private equity firms, independent private equity sponsors, corporate strategic acquirers, and institutional-grade family offices. To assemble the Axial Advisor 100, we surveyed the buyside membership, requesting that they name both the investment banks and specific sell-side M&A advisors whom they trust and respect most across three categories:

- » Individual Deal Quality
- » Overall Deal Volume
- » Process Effectiveness

The Axial Advisor 100 accommodates lower middle market investment banks of **all sizes**, **industry specializations**, **and geographies**. 70% of the firms that earned a spot in the Advisor 100 are active Axial members, and 30% are non-members whose reputation and achievements in the market have collectively earned them their spot in the list.

These individual M&A advisors, and the firms at which they work, are excellent at what they do. They have real industry domain knowledge and years of transaction execution experience. They blend data, relationships and dealmaking experience to deliver high-quality client outcomes.

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### **About Axial**

Axial is the trusted deal platform serving the lower middle market (\$5-\$250M TEV). Over 3,500 advisory firms and 2,500 corporate and financial buyers have joined Axial to win new business, source deals and privately market their deals on the #1 deal marketing platform for private M&A activity.

Axial's deal-sourcing and deal marketing tools are used to facilitate the origination and execution of transactions that meet the following criteria:

» Geography: US & Canada based businesses

Revenue: \$2.5M - \$250MEBITDA: \$250K to \$25M

» Transaction Types: M&A, Debt, Minority Equity, & Co-Investments

» Industry Verticals: Healthcare, TMT (Tech, Media & Telecom), Industrials, Consumer, Business Services, Food & Beverage, Transportation & Logistics, Financial Services, Energy, Education

### **Axial's Offerings:**

- » Sell a Business or Raise Capital (Debt + Minority Equity)
- » Source M&A or Capital Raise Opportunities
- » Source Co-investments or Acquisition Financing (Debt + Equity)
- » Hire an M&A Advisor
- » Hire a QofE Due Diligence Firm

### **Axial Accolades**

We've included Axial Accolades in the directory for the nominated banks and advisors that are current Axial platform users.



**Closed Deal:** Firm sourced and closed a deal with another Axial member via the Axial platform. **View select closed deals.** 



**Industry Top 50 Recipient:** Axial's Industry Top 50 is a quarterly series that features the top 50 dealmakers in specific industries. Industries include: Healthcare, Consumer, Industrials, and Software. **Learn more.** 



**League Tables Recipient:** League tables reveal the top 25 investment banks active on the Axial platform in the previous quarter. **Learn more.** 

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### **Axial's Advisor Finder Program**

### **Confidentially Connect With Vetted M&A Advisors**

Finding the right buyer for your business is one of the biggest decisions you'll ever make. And finding the right M&A advisor will determine whether you find the right buyer & sell for the best price. If you make a mistake, the downside is serious. An M&A advisor with inadequate experience can derail a deal with bad advice or poor judgment.

That's why we created **Advisor Finder**.

Axial's Advisor Finder program provides curated introductions of relevant M&A advisors to business owners exploring a sale. There are thousands of M&A advisors that actively use the Axial platform to find buyers for their clients, which allows our team to run the most comprehensive search in the industry for the set of advisors that are the best fits for your business.

### **The Advisor Finder Process**

- » The process begins with an introductory conversation with an Exit Consultant on the Axial team to better understand your transaction priorities and goals.
- » We use that information to create a short list of advisor candidates who have the greatest depth and relevance of experience working with businesses like yours.
- » You privately review the detailed profiles of the selected M&A Advisors and choose who you would like to be introduced to.

Your identity and information will remain 100% private and confidential at all times, and your Axial consultant will quide you through the entire advisor selection process.

### **Advisor Finder Criteria:**

- √ You own or operate a North American company generating at least \$2.5M in annual revenue or \$250K in annual EBITDA
- √ You are evaluating or actively looking to hire an M&A advisor to represent you in a capital raise or business sale in the next 24 months

**Request Information** 

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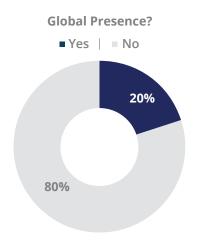


### **By the Numbers**

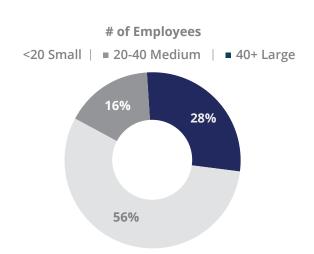
### **ADVISORS BY HQ LOCATION**



### **ADVISORS WITH GLOBAL FOOTPRINT**



### **ADVISORY FIRM SIZE**



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### **Most Recommended M&A Advisors**

The lower middle market intermediary community may be vast — but these names are the most frequently recommended M&A advisors on our list, ranked by number of referrals:

	Top Nominations	Runner(s) Up
Total Deal Activity	+ Generational Equity + Benchmark International + Woodbridge International	+ Transworld Business Advisors + Sunbelt Business Advisors + Everingham & Kerr
Client Quality	+ Vertess Healthcare Advisors + TM Capital + Capstone Partners	+ D.A. Davidson + Peakstone Group + Mertz Taggart
Process Effectiveness	+ FOCUS Investment Banking + Cascadia Capital + SDR Ventures	+ Bridgepoint Investment Banking + ACT Capital Advisors + Berkery Noyes Investment Bankers

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Mercer Island, WA
Industries: Generalist
Website | Axial Profile



### **American Healthcare Capital**

Marina Del Rey, CA Industries: Healthcare Website | Axial Profile





### **Atlas Technology Group**

Palo Alto, CA
Industries: Technology
Website | Axial Profile







### **Auctus Capital Partners**

Chicago, IL

Industries: Generalist
Website | Axial Profile







### **Baird Business Owner Solutions**

Louisville, KY

Industries: Generalist

Website | Axial Profile







### **BDO Capital Advisors**

Boston, MA

**Industries:** Generalist

Website | Axial Profile







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### **Benchmark International**

Tampa, FL

**Industries:** Generalist

Website | Axial Profile

## AXIAL ACCOLADES LOCAL AXIAL ACCOLADES LOCAL AXIAL ACCOLADES

### **Bentley Associates**

New York, NY

Industries: Generalist

Website | Axial Profile







### **Berkery Noyes Investment Bankers**

New York, NY

**Industries:** Generalist

Website | Axial Profile







### **Blackrose Group**

Lafayette, LA

**Industries:** Generalist

Website | Axial Profile







### **Boxwood Partners**

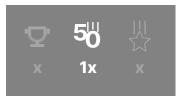
Jupiter, FL

Industries: Generalist

Website | Axial Profile







### **Brentwood Growth Corp.**

Bernardsville, NJ

Industries: Generalist

Website | Axial Profile







### **Bridgepoint Investment Banking**

Omaha, NE

Industries: Generalist

Website | Axial Profile









### **Bristol Group**

Boise, ID

Industries: Generalist

Website | Axial Profile

## AXIAL ACCOLADES '\textsup' 2x -

### **Business Exits**

West Hollywood, CA

Industries: Generalist

Website | Axial Profile







### **Caber Hill Advisors**

Chicago, IL

**Industries:** Generalist

Website | Axial Profile







### **Carter Morse & Goodrich**

Southport, CT

Industries: Generalist

Website | Axial Profile







### **Cascade Partners**

Southfield, MI

Industries: Generalist

Website | Axial Profile







### **Cascadia Capital**

Seattle, WA

Industries: Generalist

Website | Axial Profile







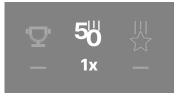
### **Clearsight Advisors**

Washington, DC

Industries: Business Services & Tech-Enabled









### **Cornerstone Business Services**

Green Bay, WI Industries: Generalist

Website | Axial Profile



### **Corporate Finance Associates**

Los Angeles, CA Industries: Generalist

Website | Axial Profile



### **Corum Group**

Bothell, WA

**Industries:** Generalist

Website | Axial Profile





### **CRI Capital Advisors**

Montgomery, AL **Industries:** Generalist

Website | Axial Profile







### D.A. Davidson

Great Falls, MT

**Industries:** Generalist

Website | Axial Profile







### **Embarc Advisors**

West Hollywood, CA

Industries: Generalist

Website | Axial Profile







### eMerge M&A, Inc.

New York, NY

Industries: Generalist









### **Equiteq**

New York, NY Industries: Generalist

Website | Axial Profile

### OFFICES EMPLOYEES AXIAL ACCOLADES

### **Evangeline Securities**

New Orleans, LA Industries: Generalist

Website | Axial Profile



### **Everingham & Kerr, Inc.**

Mount Laurel, NJ **Industries:** Generalist

Website | Axial Profile



### **Exit Partners**

Plano, TX

**Industries:** Generalist

Website | Axial Profile



### **FE International**

New York, NY

Industries: Technology

Website | Axial Profile



### **Flatirons Capital Advisors**

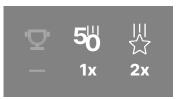
Denver, CO

**Industries:** Generalist

Website | Axial Profile







### **FMI Capital Advisors, Inc.**

Raleigh, NC

Industries: Generalist

Website | Axial Profile









### **FOCUS Investment Banking**

Vienna, VA

Industries: Generalist

Website | Axial Profile

### OFFICES EMPLOYEES AXIAL ACCOLADES 2x 8x 10x

### **Footprint Capital**

Columbus, OH

Industries: Generalist

Website | Axial Profile



### **Forbes Partners**

Denver, CO

**Industries:** Generalist

Website | Axial Profile





### **Founders Advisors**

Birmingham, AL

**Industries:** Generalist

Website | Axial Profile



### **FourBridges Capital Advisors**

Chattanooga, TN

**Industries:** Generalist

Website | Axial Profile







### **Generational Equity**

Dallas, TX

Industries: Generalist

Website | Axial Profile







### **Grant Thornton**

Chicago, IL

Industries: Generalist









### **Graphic Arts Advisors**

Mountain Lakes, NJ

Industries: Graphics & Graphics Communications

Website | Axial Profile

## OFFICES EMPLOYEES AXIAL ACCOLADES OFFICES EMPLOYEES AXIAL ACCOLADES

### **Greenwich Capital Group**

Birmingham, MI

**Industries:** Generalist

Website | Axial Profile



### **G Squared Capital Partners**

Tysons, VA

Industries: Aerospace & Defense, Government Services

Website



### **GulfStar Group**

Houston, TX

**Industries:** Generalist

Website | Axial Profile







### **Hext Capital Partners**

Dallas, TX

**Industries:** Generalist

Website | Axial Profile







### **Hill View Partners**

Providence, RI

**Industries:** Generalist

Website | Axial Profile







### **Hyde Park Capital Advisors**

Tampa, FL

Industries: Generalist

Website | Axial Profile









### **International Business Associates**

Bellevue, WA

Industries: Generalist

Website | Axial Profile



### **Janas Associates**

Pasadena, CA

Industries: Generalist

Website | Axial Profile







### **JD Merit & Company**

Gig Harbor, WA

**Industries:** Generalist

Website | Axial Profile







### **Keystone Capital Markets, Inc.**

Irvine, CA

**Industries:** Generalist

Website | Axial Profile







### **Kratos Capital**

Dallas, TX

**Industries:** Generalist

Website | Axial Profile







### **Loop Capital Markets**

Chicago, IL

Industries: Generalist

Website | Axial Profile







### **M&A Healthcare Advisors**

Calabasas, CA

Industries: Healthcare









### **Madison Street Capital**

Austin, TX

**Industries:** Generalist

Website | Axial Profile

## Table 1 Semployees AXIAL ACCOLADES 1 Table 1 Table 2 Table 2 Table 2 Table 3 Table 3

### **MDR & Associates**

Frisco, TX

Industries: Generalist

Website | Axial Profile



### **MelCap Partners**

Wadsworth, OH

**Industries:** Generalist

Website | Axial Profile



### **Meritage Partners**

Newport Beach, CA

**Industries:** Generalist

Website | Axial Profile



### **Mertz Taggart**

Fort Myers, FL

**Industries:** Generalist

Website | Axial Profile



### **Mesirow Financial Corp.**

Chicago, IL

Industries: Generalist

Website | Axial Profile







### **MNP Corporate Finance**

Winnipeg, Canada

Industries: Generalist









### **New Direction Partners**

Valley Forge, PA

Industries: Printing, Packaging & Display Graphics

Website | Axial Profile

## OFFICES EMPLOYEES AXIAL ACCOLADES '\textstyle 50 \textstyle 3x 3x 8x

### **Oberon Securities**

New York, NY

**Industries:** Generalist

Website | Axial Profile

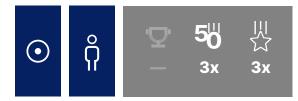


### **Osage Advisors**

Centerbrook, CT

Industries: Generalist

Website | Axial Profile



### **Paragon Ventures**

Wayne, PA

Industries: Healthcare

Website | Axial Profile







### **Peakstone Group**

Chicago, IL

**Industries:** Generalist

Website | Axial Profile







### **Peakview Partners**

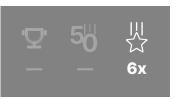
Denver, CO

Industries: Generalist

Website | Axial Profile







### **Pickwick Capital Partners**

White Plains, NY

Industries: Generalist









### **Potomac Business Capital**

Bethesda, MD

Industries: Digital & Technology

Website | Axial Profile

### OFFICES EMPLOYEES AXIAL ACCOLADES

### **Quazar Capital Corporation**

Minneapolis, MN

Industries: Generalist

Website | Axial Profile



### **RLS Associates**

Wilmington, DE

**Industries:** Generalist

Website | Axial Profile



### **Salt Creek Partners**

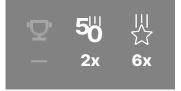
Irvine, CA

**Industries:** Generalist

Website | Axial Profile







### **SDR Ventures**

Greenwood Village, CO

**Industries:** Generalist

Website | Axial Profile







### **SF&P Advisors**

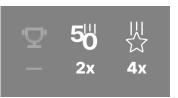
Boca Raton, FL

Industries: Generalist

Website | Axial Profile







### Siebert Williams Shank & Co.

New York, NY

Industries: Generalist

Website







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### **Skyway Capital Markets**

Tampa, FL

Industries: Generalist

Website | Axial Profile

## AXIAL ACCOLADES AXIAL ACCOLADES 2x

### Stephens, Inc.

Little Rock, AR

**Industries:** Generalist

Website | Axial Profile







### **STS Capital Partners**

Mississauga, Canada

Industries: Generalist

Website | Axial Profile







### **Stump & Company**

Charlotte, NC

Industries: Furniture & Furnishings

Website | Axial Profile







### **Sun Mergers & Acquisitions**

Hasbrouck Heights, NJ

**Industries:** Generalist

Website | Axial Profile







### **Sunbelt Business Brokers**

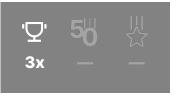
Independence, OH

Industries: Generalist

Website | Axial Profile







### **Taureau Group**

Milwaukee, Wl

Industries: Generalist

Website | Axial Profile









### **Telos Capital Advisors**

Plano, TX

Industries: Generalist

Website | Axial Profile

## OFFICES EMPLOYEES AXIAL ACCOLADES OFFICES EMPLOYEES AXIAL ACCOLADES 1x

### **The DVS Group**

Overland Park, KS

**Industries:** Generalist

Website | Axial Profile





### **The Fortia Group**

Dublin, Ireland

Industries: E-Commerce

Website | Axial Profile







### **Three Twenty-One Capital Partners**

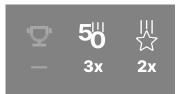
Columbia, MD

**Industries:** Generalist

Website | Axial Profile







### TM Capital Corp.

Boston, MA

Industries: Generalist

Website | Axial Profile







### **Transact Capital Partners**

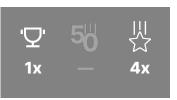
Richmond, VA

Industries: Generalist

Website | Axial Profile







### **Transworld Business Advisors**

West Palm Beach, FL

Industries: Generalist

Website | Axial Profile









### **True North M&A**

Minneapolis, MN Industries: Generalist

Website | Axial Profile

## OFFICES EMPLOYEES AXIAL ACCOLADES AXIAL ACCOLADES 2x

### **Vertess Healthcare Advisors**

Dallas, TX

Industries: Healthcare

Website | Axial Profile

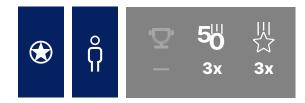


### **Vesticor Advisors**

Lansing, MI

**Industries:** Generalist

Website | Axial Profile



### **Vista Business Group**

Lincoln, KS

**Industries:** Generalist

Website | Axial Profile



### **VRA Partners**

Atlanta, GA

**Industries:** Generalist

Website | Axial Profile



### **Westbury Group**

Westport, CT

Industries: Generalist

Website | Axial Profile







### **Westcove Partners**

Los Angeles, CA

**Industries:** Generalist

Website





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### **Woodbridge International**

New Haven, CT Industries: Generalist

Website | Axial Profile

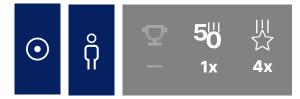
### OFFICES EMPLOYEES AXIAL ACCOLADES STORY AXIAL ACCOLADES AXIAL ACCOLADES

### **XLCS Partners**

Nashville, TN

Industries: Generalist

Website | Axial Profile



### **Young America Capital**

Mamaroneck, NY Industries: Generalist

Website | Axial Profile







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## Have questions about Axial or the Advisor 100?

Contact kaitlinn.thatcher@axial.net to learn more!