

## FOCUS FINANCIAL IN DEAL WITH PE FIRMS

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Focus Financial Partners, the big independent RIA, is selling 70% of itself to private-equity firms Stone Point Capital and KKR, reports WealthManagement.

It's a reversal from Focus's plan to possibly file for an IPO. The company has yearly revenue of more than \$500 million, the PE firms' deal values it at about \$2 billion, WealthManagement notes.

Focus hired Goldman Sachs, Bank of America and the Bank of Montreal last year to advise it on strategic options.

**Dan Seivert**, CEO of M&A advisory firm **ECHELON Partners**, tells WealthManagement that staying private may have made sense: "It's very, very hard to meet the demands of quarterly growth, progress and having a public view into everything that's going on."

Focus has 46 partner firms in the United States, Canada, the United Kingdom and Australia. As WealthManagement notes, it did 21 deals in 2016 and has "about seven" this year. Many of its partner teams are wirehouse lift-outs.