



For Immediate Release

DeVoe & Company Advised Hill Investment Group in Its Transaction with Focus Financial Partners

San Francisco, February 22, 2021 – DeVoe & Company, a leading consulting firm and investment bank serving the RIA industry, is honored to have advised Hill Investment Group, LLC (“Hill”) (\$687MM) in its acquisition by Focus Financial Partners Inc. (NASDAQ: FOCS) (“Focus”), a leading partnership of independent, fiduciary wealth management firms. The transaction is expected to close in the first quarter of 2021, subject to customary closing conditions.

Founded in 2005 by Rick Hill and Matt Hall, Hill is a St. Louis, Missouri-based, fee-only firm that provides wealth management services to high-net-worth families.

The ability to continue to operate independently while gaining the backing of a parent organization were key drivers in Hill’s decision to partner with Focus. “Focus doesn’t want to run our business, but I will have access to the resources I need to grow my business,” said Matt Hall, Co-Founder and President of Hill. “We expect our strategic partnership with Focus to keep our clients front and center while accelerating our growth trajectory.”

“We were honored to have guided Matt and his next-gen team through the transaction and to support their path for continued growth,” said David DeVoe, Founder and CEO, DeVoe & Company. “As Hill has plans to make acquisitions, access to the \$200B+ Focus partnership, including permanent growth capital and scale, were proof points from the start of the discussion.”

“The DeVoe & Company process gave me the context and option set we needed to make the best decision for the future of our firm,” said Hall, who had previously worked with the DeVoe team for consulting and valuation services.

About DeVoe & Company

DeVoe & Company is a goal-based consulting firm and investment bank focused exclusively on guiding wealth management and investment management companies to a higher level of success. The firm provides consulting, M&A and valuation services to help RIAs accelerate the achievement of their business goals. For more information, visit www.devoeandcompany.com.

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