

# The Capital Markets Shift No One Is Talking About: A Chairman's Perspective on 2026

*Why are high-quality middle-market transactions increasingly hard to execute? Jeffrey Sweeney shares his perspective on what's changing in global capital—and how precision and creativity are shaping the year ahead.*



By **Jeffrey Sweeney**, Founder and Chairman, **US Capital Global**

As we enter 2026, one reality has become increasingly clear: despite remarkable technological progress, moving capital across borders has become more difficult. Large global banks continue to serve multi-billion-dollar transactions efficiently, while fintech platforms handle small consumer payments with ease. But the middle market—roughly \$10 million to \$250 million—has been left in a growing gap, where high-quality, compliant transactions often struggle to execute.

This environment underscores the importance of US Capital Global's model. As a regulated institution and a principal in an international digital bank with a global capital distribution footprint, we are able to operate with both rigor and efficiency. Our institutional structure allows us to maintain strict compliance and due diligence while remaining nimble enough to execute transactions that are too complex or nuanced for large bureaucratic organizations to prioritize.

## **Capital Flow, Confidentiality, and Execution**

Clients today are not simply seeking access to capital; they are seeking certainty, discretion, and reliable execution. In many cases, this involves moving substantial sums across borders or allocating capital into assets without unnecessary disclosure of the underlying principals. Through our regulated investment management platform, we are able to structure and manage capital pools, vet counterparties for regulators, and preserve client confidentiality in the marketplace. This institutional capability has become an increasingly important differentiator.

## **The Growing Importance of Referral Partners**

Equally critical is our advisory and referral network—the gatekeepers who connect issuers and investors. These professionals operate quietly and selectively, representing multiple capital sources and long-standing client relationships. Rather than convening lightly attended investor gatherings, we understand that capital today flows through trusted intermediaries who actively engage with our platform. In 2026, we are continuing to strengthen this network through deeper integration, targeted gatherings, and closer collaboration, enabling more precise alignment between capital and opportunity.



## A Global Platform Built on Experience and Discipline

Our execution capability continues to expand globally, drawing not only from career financiers but also from former founders, operators, and principals with decades of transactional experience. This depth of entrepreneurial energy and creative problem-solving is essential as transactions become increasingly cross-border and complex. At the same time, our geographic footprint continues to grow across Europe, the Middle East, Asia, Latin America, and key U.S. markets—reflecting years of relationship-building rather than short-term expansion.

As Chairman, I remain closely involved in execution, working directly with teams around the world to ensure precision from origination through closing. This hands-on discipline reflects our broader entrepreneurial culture: we recognize our responsibility not only to clients and regulators, but also to the many families and communities supported by our work, including through our charitable initiatives worldwide.

Looking ahead, there are reasons for optimism. Global trade and infrastructure activity are showing renewed momentum, and there is a growing recognition that commerce depends on diplomacy, respect, and cooperation across cultures. At US Capital Global, we approach 2026 with discipline, optimism, and a commitment to strategic growth—focused on executing well in a complex and evolving global marketplace.

*Jeffrey Sweeney is a lifelong entrepreneur and successful fund manager with decades of experience in corporate finance and asset management. He is Founder and Chairman of US Capital Global ([www.uscapital.com](http://www.uscapital.com)), a full-service global private financial group headquartered in San Francisco with primary offices in Los Angeles, Philadelphia, New York, Miami, London, Milan, Zurich, and Dubai.*