

June 2017

JANAS

Technology **4** Medicine™

and

THE GORES GROUP

COMPLETED THE ACQUISITION OF

Fotona
choose perfection
MEDICAL LASER PRODUCTS
Ljubljana, Slovenia

2013

KRIŽANEC & POTOČNIK
odvetniška družba
Slovene Legal Counsel for Buyers

JADEK & PENZA

Janas provided advisory services, obtained the support of the United States Embassy and the American Chamber of Commerce, negotiated with the Slovenian Government owning entity and arranged equity and debt financing for the transaction.

Securities through
JCC Advisors, LLC
Member FINRA

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Email from Former Client. "Thanks Carter. It took some stick-to-itiveness to get a PEF [Private Equity Fund] and bought from the government, but it was worth it. You and Dick [Gregerson] were the right guys."

Three years ago, after 37 months of pursuing a transaction by Janas, our Orange County based client, Technology4Medicine ("T4Med") closed the acquisition of Fotona d.d., a leading medical laser company. Gores Group provided the financing. The total value of the transaction, including fees and costs, approximated

€25 million of debt and equity.

The value proposition was to marry T4Med's marketing and design savvy with Fotona's exceptional technologies to rapidly grow the business. Fotona, located in Ljubljana, Slovenia, was majority owned by the Government and became available for sale after the Euro Crisis at the insistence of the EU.

This transaction represented the first time that a US based Private Equity Group had invested directly into the Republic of Slovenia.

The combination of US marketing and design combined with Slovene quality and advanced technology led to a doubling of sales and quadrupling of income over a 3 year period. Gores Group sold its interest in the company to European Private Equity firm for a rumored €80 to €120 million Euros.

Janas was instrumental in taking the transaction to closing. The firm and its professionals have extensive international experience-gained over decades of completing transactions.

Whether in the US or abroad, professionals at Janas understand how 'to get deals done.' We understand the ins and outs of the Middle Market. Janas serves companies in a wide variety of industries.

**THE MARKET INDICATES
HIGH EBITDA MULTIPLES
FOR QUALITY COMPANIES**

**PRIVATE EQUITY AND
STRATEGIC BUYERS**

**Securities through:
Member: FINRA and SIPC**

Janas Associates, Investment Bankers, and Janas Consulting, Management Consultants are recruiting new professionals to support growth of the Firm.

JANAS is an Investment Bank and Management Consulting firm focused on the middle market. Our professionals have personal experience in many industries and as former practicing professionals. We "*Put ourselves in the shoes of our clients.*"

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Meeting Client Challenges

JANAS Consulting.
Our Results Speak for Themselves.

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