

# JANAS

## NEWSLETTER

April 24, 2014

### Expertise in Medical Devices and Emerging Markets Results in a Historic Transaction.

Janas is pleased to announce that it has arranged the first direct investment by a US Private Equity Group into Slovenia. Technology4Medicine, LLC, a California distributor of medical lasers partnered with The Gores Group to acquire the stock of Fotona, d.d., Slovenia's leading medical laser designer and manufacturer.

Janas combined its Medical Device transactions expertise with its extensive emerging markets experience to complete the acquisition. Majority ownership in Fotona was purchased from an agency of the Slovenian government.



The transaction took more than two years due to worries over the Euro crisis, lawsuits, changes in Slovenia's coalition government, and conflicting cultural approaches to M&A. Nevertheless, it was worth the wait. The transaction brings together:

- Jeff Jones, a recognized leader in laser medicine who engineered the rapid growth of his two previous

medical laser product companies. During his three year tenure as Fotona's US distributor, Jeff tripled US sales for the brand.

- The Gores Group, an elite private equity firm with substantial European management support, and
- Fotona manufacturers some of the world's finest medical lasers, and will benefit from the sales and marketing expertise of Jeff Jones.

We believe that Fotona's sales will increase significantly with the addition of Gores formidable financial resources and Jeff Jones' outstanding sales and marketing talents.

Janas is grateful to the US Embassy staff in Slovenia for their support and advice and to Uros Krizanec, of Krizanec & Potocnik Law Firm, of who acted as Slovene counsel in this transaction.

**JANAS Associates.**

**Our Results Speak for Themselves.**

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