

Representative Engagements: Investment Banking

Acquisition Advisory/Private Placement

- FTICA advised Integra Telecom on its acquisition of Electric Lightwave, its acquisition financing, and its associated debt refinancing (together totaling \$450 million). FTICA also advised Integra on target identification and valuation, and assisted in the transaction negotiations.

Merger Advisory/Fairness Opinion

- FTICA advised Broadview Networks on its merger with Bridgecom, including sourcing an appropriate merger partner and negotiating terms of the transaction. FTICA also provided a fairness opinion to Broadview.

Sale of Intellectual Property

- FTI Capital Advisors was hired as advisor to a group of entities known as The Halcyon Company. Halcyon was formed in 2007 to acquire the sequel and ancillary rights to The Terminator. Terminator Salvation, which was released in summer 2009 and starred Christian Bale, was the end result of the company's endeavor. Although the film grossed over \$370 million and constituted a successful reboot of The Terminator series, Halcyon went over budget and was forced to file for protection under Chapter 11 a few months later. FTI and FTICA were subsequently engaged together to act as both financial advisor to the debtor and as investment banker to sell the business. After running a disciplined sales process and conducting a spirited auction, FTICA sold the sequel, prequel and remake rights to the Terminator motion pictures to a consortium of companies. In the process, FTICA was able to overcome a series of impediments to the sale and thereby maximize the transaction value for the parties at interest.

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Divestiture

The third and final divestiture from BHM Technologies – the sale of Brown Corporation, an Ionia, Michigan-based manufacturer of automotive products used by OEM's - closed on November 13, 2009. The buyer was Canadian-based Matcor Automotive. The sale process was extremely complex and was constantly in danger of collapsing as several important customers announced their intention to replace Brown as a supplier no matter which acquirer bought the company. Nonetheless, FTICA's professionals worked tenaciously to keep the transaction together and avoided liquidation. As a result, the jobs of nearly 1,000 employees, many located in Ohio and Michigan, were saved.

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