



# Investment Banking Application

Welcome to the Investment Banking division of Boca Comm. This application form helps guides the process of submitting the generally required information to initiate an investment banking project.

## Basic Contact Details & Summary of Needs

Client ID _____	Boca Comm Executive _____
Contact Name _____	Company Name _____
Title CEO CFO etc _____	Street Address _____
Telephone _____	_____
Fax _____	Website Address _____
Mobile Phone _____	Business Sector _____
Email Address _____	Date Founded _____
Corporate Capitalization _____	Annual Revenue _____

Please describe the amount of your finance requirement, and your exact needs of our firm's services:

**Boca Comm Global  
Capital Markets Ltd.**  
INVESTMENT BANKERS

Boca Raton Florida USA  
+1 561 404 4321

Hong Kong, China  
Tel +852 21 270 545

London, United Kingdom  
Tel +44 207 692 7441

Fax +1 561 760 8425  
<http://www.bocacomm.com>

## INVESTMENT BANKING APPLICATION

**Transaction Objectives and Valuation Information**

- ◆ Intentions - please tell us the exact intentions of the finance effort  
If Finance: IPO, Private Placement, Secondary Offering  
If Strategic: Sale, Merger
- ◆ If Financing, amount your company plans to raise
- ◆ Timing: Anticipated transaction timing
- ◆ Is your company public or private
- ◆ Please provide a brief summary of Use of Proceeds

**Presence**

- ◆ Countries where you have significant business operations

**Business Summary**

Please tell us about your company

- ◆ Brief business description
- ◆ Three largest customers
- ◆ Significant alliance or strategic partners

## INVESTMENT BANKING APPLICATION

**Your Industry and Competitors**

Please list your primary competitors and summarize differentiating factors between them and your company.

**Company Situation**

- ◆ Number of Employees
- ◆ Historical (Past 3 fiscal years): Year - Revenues/Turnover - EBITDA - Net Income
- ◆ Projected (Next 3 fiscal years): Year - Revenues/Turnover - EBITDA - Net Income
- ◆ If your company is not profitable, when and how will it be profitable

**INVESTMENT BANKING APPLICATION****Ownership and Management**

- ◆ List of significant shareholders/investors (established venture capital names are helpful for pre-IPO candidates)
- ◆ Names and brief background of top management (submit CV/Resume)
- ◆ Names and brief background of notable advisors or board members

**Progress and Experience**

- ◆ Summary of progress and efforts to-date in this finance project
- ◆ Which commercial banks or investors your company has already approached
- ◆ Which investment banks or intermediaries your company has worked with in the past

## INVESTMENT BANKING APPLICATION

**Other Comments****Other Materials and Documents Supporting Your Application**

Please send via Email [acctg@bocacomm.com](mailto:acctg@bocacomm.com) or facsimile +1 561 760 8425 or via mail/post/courier a copy of documents supporting your finance plans to the address of your choice below. Please refer to your Boca Comm Client ID with all transmissions to ensure proper handling of your application:

Boca Comm GCM  
Global Operations Center  
RE: Client ID # \_\_\_\_\_  
5970 SW 18th Street #177  
Boca Raton, FL 33433  
United States of America

- ◆ Executive Overview
- ◆ Business Plan
- ◆ General Company Literature
- ◆ Use of Proceeds
- ◆ Historical and Proforma Financials
- ◆ CV or Resumes of Top Management
- ◆ Names and Background of Notable Advisors or Board Members

— or —

Boca Comm GCM  
ATTN: Global Operations  
RE: Client ID # \_\_\_\_\_  
26 York Street  
London W1U 6PZ  
United Kingdom

## INVESTMENT BANKING APPLICATION

### Boca Comm: Our Progress

- 1981 Initiation of operations by the founding partners of the firm, simultaneously in USA and France
- 1980s Advisory role to IBM in personal computer R&D (France) and fabrication (Boca Raton Florida USA)
- Advisory and execution roles in AT&T's East Africa intercontinental telecommunications deployments (Kenya, Uganda, Sudan, Zimbabwe)
- 1990s Development of structured due diligence methodologies for engagement support of 'Big 6' (Andersen, Coopers, Deloitte, Ernst, KPMG, Price) privatization client valuations in emerging markets (Asia, Australia, Europe, Americas)
- Emerging market support worldwide to nascent USA-and UK-based LBO firms
- First government advisory services contract with City of Tampa Florida, followed rapidly by consultative engagements arranged by The Interamerican Development Bank and The World Bank—in Guyana, Argentina, Panama; then throughout Central & South America
- Internal Boca Comm IT and telecom systems relocated to Internet backbones
- 2000s Restructuring, realignment, outsourcing of the firm's service delivery model processes
- Formation of pure financial advisory services practice group concentration
- Development and implementation of risk mitigation strategies and tools specific for emerging market finance solutions
- Incorporation of Islamic finance strategies



**Boca Comm**

GLOBAL BUSINESS SERVICES

### About Boca Comm

Boca Comm identifies, structures and executes diverse and innovative public and private market transactions for corporations, financial institutions and governments. Transactions include mergers, acquisitions, divestitures, the issuance of equity or debt capital, or a combination of these. We specialize in small- and middle- market private transactions across most sectors, concentrating in challenging or emerging markets worldwide.

#### Boca Comm Presence

- Every continent of the globe
- 45 Global Markets
- 600 Firm-wide Staff and Affiliates

Boca Comm seeks to provide our clients with the broadest possible range of opportunities from around the world. Our global relationships, coupled with our unique understanding of local economies, industries and cultures, help us consistently deliver high quality advice and service time and again.