

MCI.Euroventures invests PLN 80 million in Focus Telecom

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MCI Capital Group has invested in a majority stake in Focus Telecom Polska Sp. z o.o., the largest provider of cloud contact center solutions, customer experience and business communication services in Poland. Thanks to this transaction, the fund will strengthen its position as a leading investor in the region in companies operating in the Software as a Service (SaaS) model - writes Pawel Sikorski, investment partner at MCI Capital, in a special comment for ISBtech.

Until now, the MCI Capital Group was a minority shareholder in Focus Telecom. Through the InternetVentures FIZ subfund - as part of a joint venture with PFR Ventures - MCI had an exposure corresponding to less than 15% shares in the company. The remaining shares belonged to the founders, PFR Ventures (through the InternetVentures fund) and other individual investors. As a result of the transaction, MCI.Euroventures purchased 80 percent of shares in Focus Telecom, and 20 percent will be retained by the company's founders.

Focus has a great potential to build value in the coming years through product development, customer service processes, as well as a special offer for new sectors and customer groups.

The management team will soon be strengthened with people with extensive experience who have previously cooperated with the fund to achieve these goals.

MCI's greater involvement will enable Focus to implement ambitious development and innovation plans, which include in particular those based on artificial intelligence. MCI plans to increase the total value of investments in the form of further M&A in Central and Eastern Europe. The typical size of MCI's investment is EUR 30-100 million.

More: <https://www.isbtech.pl/2023/12/mci-euroventures-zainwestowal-801-mln-zl-w-focus-telecom/>