



Hector M. Torres

Managing Director,
Healthcare Investment Banking
FocalPoint Partners, LLC

Hector has nearly two decades' worth of substantive experience providing investment banking and financial advisory services to healthcare organizations and companies nationwide and has completed more than 30 merger and acquisition (M&A) transactions with a cumulative value in excess of \$3.5 billion in the past five years alone. Hector leads the evaluation, structuring, negotiation, and execution of mergers, acquisitions, partnerships, joint ventures, and all other forms of strategic transactions. He also leads projects involving the assessment of valuations, long-range integrated strategic financial plans, fairness opinions, strategic options, growth strategies, and business unit/clinical service line viability.

Summary of Expertise:

Hector brings a tactical perspective to the many strategic partnership- and transaction-related issues facing healthcare providers in today's rapidly evolving market. He is known for fiercely representing his clients' interests and advocating on their behalf in all forms of M&A and strategic partnership transactions, while continuously remaining aligned with their long-term goals and objectives. His clients include:

- » National and large multiregional health systems.
- » Academic medical centers.
- » Community hospitals and health systems.
- » Large physician practices and groups.
- » Health insurers.
- » Non-acute care providers.
- » Capital providers to healthcare entities.

Professional Affiliations:

Hector is a licensed attorney in New York State, a member of the American Bar Association, and a member of the New York State Bar Association. He holds numerous licenses with the Financial Industry Regulatory Authority (FINRA), including the Series 7 (GS), Series 63 (AG), and Series 99 (OS) designations.

Education:

Hector received his Master of Business Administration in Finance from the Syracuse University Whitman School of Management, his Juris Doctorate from the Syracuse University College of Law, and his Bachelor of Arts in Political Science from the University of Central Florida.

Selected Articles and Speeches

He has authored white papers and numerous articles published in professional journals, and presented at various industry and professional events and seminars, including those sponsored by the Medical Group Management Association and Becker's Healthcare.