



Demo Directory of Paints Producers in Romania - 2007

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2. Ana Weiss Prodart
3. Atlas Corporation
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5. Azur
6. Bursa Moldovei
7. Casa Lebada
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9. Cibicolor
10. Dakolor Grup
11. Dyo Balkan
12. Daw Benta Romania
13. Dufa Deutek
14. Europlastic
15. Fabryo Corporation
16. Helios Trading Co
17. Kober
18. Marchim Prod
19. Modeco Chemicals
20. Novacolor
21. Paintstar
22. Pichem
23. Policolor
24. Poly Delta Chemicals
25. Romtehnachim
26. San Siro Impex
27. Sayegh Conex Paints
28. Sedachim
29. Swarco Vicas

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Fabryo Corporation

1. General data

| | |
|------------------------|----------------------------------------------------------------|
| Company name: | Fabryo Corporation SRL (formerly known as Guzu Chim) |
| Address: | Sos. Oltenitei 202B, Popesti Leordeni, Ilfov county |
| Phone: | +4021 4055025 |
| Fax: | +4021 4055026 |
| Web: | www.guzuchim.ro |
| E-mail: | office@fabryo.com |
| Year of establishment: | 2006 (Guzu Chim was set up in 1994) |
| Ownership: | Mr. Daniel Guzu (51%) and Oresa Ventures investment fund (49%) |

2. Financial data

| Year/Category | Turnover (mil. EUR) | Employees | Net profit (mil. EUR) |
|---------------|---------------------|-----------|-----------------------|
| 2006 | 32.3 | 423 | 4.0 |
| 2005 | 25.2 | 326 | 2.2 |
| 2004 | 17.7 | 255 | 1.3 |

| Type of investment | already done | announced |
|----------------------------------------------------|---------------|----------------|
| Building production facility of powder paints | 3 million EUR | |
| Building new production centre in Popesti Leordeni | | 15 million EUR |

Total assets (2006): 21.3 million EUR

3. Key persons

| Name | Position | Phone | Email |
|---------------------|---------------------|---------------|----------------------------|
| Mr. Daniel Guzu | General Director | +4021 4055025 | office@fabryo.com |
| Ms. Marga Alexe | Marketing Director | +4021 4055025 | marga.alex@fabryo.com |
| Ms. Mihaela Simion | Sales Director | +4021 4055025 | mihaela.simion@fabryo.com |
| Ms. Cornelia Tufaru | Operations Director | +4021 4055025 | cornelia.tufaru@fabryo.com |

4. Brief profile

In June 2006, Guzu Chim changed its name to Fabryo Corporation, as part of the long-term development strategy. The representatives of Guzu Chim resorted to the re-branding, considering that the company's image was no longer appropriate to the development registered by the company's business during the previous years.

The paint and varnish producer Fabryo Corporation has recently finalised an investment in a powder paint production facility. At the present, Kober is its only competitor on this market, in addition to companies that import powder paints, such as Neochem (Canada) or Akzo Nobel (the Netherlands). The powder paint facility includes two production lines, each with a production capacity of over 1,000 tones per year and with employees working in one eight-hour shift per day. The company estimates sales of about 3 million EUR per year on the powder paint market.

During the next years, Fabryo intends to invest in the research and launching of new products in partnership with DuPont, the world's biggest producer of white pigment for paints, paper and plastic. In 2006 Fabryo Corporation signed a five-year partnership with DuPont.

For 2007, Fabryo targets a turnover of 42 million EUR, this representing an increase by about 30% compared to the previous year. In 2006, the washable paints represented 36% of the total sales while the enamel paints accounted for 26%. Over 70% of the turnover in 2006 was generated by the sales of paints, varnishes and related products, while the percentage of about 30% derived from products such as adhesives, solvents and products for car care.

According to company representatives, Fabryo has a market share of 18% of the Romanian decorative paint market.