

Sale mandates and M&A opportunities in Romania

FRD Center, Bucharest, Romania. August 2010

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Code	Company type	Company brief description	Financials (mill EUR); assets, size indication					Country	M&A Wish
RoPubbTop	Publisher of school books, accessories and general literature	Group of 3 publishing companies and one book expedition/distribution company, all having identical shareholding structure (3 Romanian individuals). The group is publishing mainly schoolbooks, albums & school auxiliaries but also general literature (Classic, Universal and Romanian). It started more than 15 years ago and is one of the main player on the Romanian schoolbooks market, with a market share of 15% and also holds a 10% market share in the general literature market.	Y	T/O	Staff	Net profit	EBI TDA	Romania (BUH)	Sale of 100% shares for 7.5 mill EUR or (open to slight negotiation)
			2009	3.4	88	0.14	0.5		
			2008	5,8	95	0.88	1.3		
			2007	5,9	86	1.2	1.6		
			2006	4,0	85	0.76	1.1		
			Outstanding debt – approx 1.2 mill Assets – approx. 4 mill						
RoDis triFd	Importer - distributor of food products	Importer-distributor of mainly food products, active since 1994, distributing to all modern trade in Romania - cash & carry, hypermarkets, supermarkets, discounters and convenience shops. Since 2008 also started its own label of quality food products. The company is also manufacturing non-food products (as non-core business): car chemical solutions (windscreen washing liquids, windscreen defrosts, car shampoos etc.) and car accessories (car seat covers, floor mats, chamois leather, sponges etc.).	Y	T/O	Staff	Net profit	EBI TDA	Romania (South)	Sale of minority / majority / entire share package. Food + non-food business valuation is 3.9 mil EUR (assets not included), out of which food is 3.2
			2009	4.7	70	0.14	0.5		
			2008	5.6	95	0.08	0.6		
			2007	5	83	0.4	0.8		
			2006	3.2	66	0.15	0.3		
			Outstanding debt – approx 1.3 mill Assets – approx. 3.1 mill						
RoFd Distri Top	Top importer - distributor of food products	One of the largest importer-distributor of food products in Romania, distributing to all modern trade - cash & carry, hypermarkets, supermarkets, discounters and convenience shop chains as well as to over 690 HORECA and over 1,000 retail customers. They import & distribute in Romania, since 1997, some of the main global brands of canned vegetables and meat, flour and similar products, frozen products and pet food. National coverage with a fleet of 43 vans / trucks and a total warehousing area of over 10,500 sqm out of which over 2,500 with controlled temperature.	Y	T/O	Staff	Net profit	EBI TDA	Romania (NW)	Sale of 80% shares for 6 mill EUR Or variants.
			09	30	242	0.18	1.1		
			08	35	262	0.19	1.5		
			07	33	222	0.69	1.8		
			06	32	184	(0.8)			
			Current debt - approx. 3,7 mill Line of credit - approx. 4 mill Assets - approx. 9 mill						

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			Y	T/O	Staff	Net profit	EBI TDA			
RoDis triEle ctro	Importer - distributor of household appliances, electronics and white goods	Significant importer-distributor of household appliances, electronics and white goods with nation-wide distribution to over 120 independent stores (over 400 points of sale), over 80 key-accounts (cash&carry, hyper/supermarkets, and DIY/bricolage) as well as in own stores (17 units) & e-commerce. Delivers door-to-door. Fleet of over 40 trucks and 20 cars, offices and logistic warehouses in Bucharest and two in the NW of the country.	09 08 07	12 18 21	84 155 159	0.02 0 0.27	0.3 0.5 0.6	Romania (NW)	Starting asking price is 2 mill EUR: 1.235 mill cash injection into the Company PLUS 0.765 mill cash to shareholders for 51% shares.	
RoPol ydb *	Manufacturer of industrial polyethylene-based products	Leading producer of polyethylene-based packaging products (bags, sacks etc) and industrial film. Range: shrink film, food packaging film, warning film (for gas pipes, electric cables, optical fiber cables, high altitude working environments, roadway work), and agricultural, antistatic, anticorrosion, general utility film. Sales: 25% exports, 75% local market.	2009 2008 2007	3.1 3.7 3.3	119 115 112	0.31 0.48		Romania (SW)	Sale 100% shares: - 3.4 mill EUR all assets included OR - 2.4 mill EUR excluding 2 real estate assets	
Micro FinDu b *	Microfinance company	Group of three small companies: a. Microfinance Company (main co.) b. EU funds applications consultancy c. Business training Company acting in close synergy and cross-selling fund raising and micro-loans and connected consultancy to small and medium entrepreneurs in Center, East and West Romania.	Group performance 2009: T/O of approx. 0.8 mill EUR Net profit of approx 0.07 mill EUR Gross outstanding loan portfolio: 2.5 mill EUR out in microfinance loans Active current Client base: 287						Romania (NW)	Sale of entire group (100%) for 3.5 mill EUR Or variants
RoHo tdrac	3 stars hotel in scenic and fashionable mountain holiday resort	Built in 2006 - 2007, the hotel is located in the vicinity of the famous "Dracula Castle". It has 42 double rooms, 2 junior suites, 1 executive suite. Other facilities: 140 seats restaurant, 120 seats conference center, 120 seats pub and night club, sauna, massage services, fitness room, bar, parking, laundry and dry cleaning, concierge. 12,076 guests welcomed in 2007 (3.5% market share in the region).	Building and facilities - investment made: approx 2 mill. EUR Assets – valued at approx. 2.3 mill EUR (building, land, vehicles, furniture and fittings, equipment) Debt - 1 mill EUR (bank mortgage) Intangible assets: portfolio of corporate clients and travel agencies						Romania (Center)	Partial or entire sale of the shares (valuation of the entire business 3 mill EUR incl. assets)

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RoHottSea*	Prime location 2-star hotel in fashionable seaside resort in Romania	Situated in prime location with immediate access to the beach (150 meters) and to shops, bars and restaurants, in the center of one of the most fashionable, elegant and vibrant seaside resort in Romania, it is fully functional and has good occupancy rate during the summer season. It has 109 double rooms, out of which 89 with balcony. With a footprint of 895 sqm., it is 3 storey high (b+gf+3 storey) and has its own 300Kw liquid fuel heating plant. The hotel addresses the medium-low segment of the market being outfitted accordingly.	The hotel is surrounded by over 7,500 sqm. of land that it owns (rich vegetation), part of which is set as a 40 car parking. This large property is a very valuable asset, being in the very center of the resort and close to the beach and allows great potential for further development. The land only was valued end 2008-beginning 2009 at 3 m EUR					Romania (SE – seaside)	Sale (100%) Asking price: 2.4 mill EUR or near offer
RoPrintPro	Printing house	Desktop publishing/pre-press services. Printing and finishing works in commercial printings field, including P.O.S. materials. Desktop publishing/pre-press services. Clients: Advertising agencies, banks, telecom.	Y	T/O	Staff	Net Profit	EBIT DA	Romania (BUH)	Sale 100% shares for 1.2 mil EUR PLUS Capital infusion of 0.6 mil to cover debt
			09	1.6	54	-0.3	-0.1		
			08	2.1	63	0.04	0.2		
			07	2.5	70	0.06	0.3		
			- ISO 9001; ERP system in place						
RoPrintCR*	Printing house	Profitable printing house established in 1994, printing mainly for the Romanian market but also with exports to Germany and France. The Company has full production capacity to cover the entire process, from DTP / prepress to printing (offset), to binding/finishing. Product portfolio includes magazines, books, photo / art albums, posters, advertising materials, greeting cards, diaries, calendars, brochures and insurance policy forms.	Y	T/O	Staff	Net Profit	EBIT DA	Romania (BUH)	Sale 100 % shares incl. all or some assets. Initial asking price (100% shares, including assets) is 6.5 mil EUR
(New)			09	1.9	53	-0.09	0.2		
			08	3.2	66	0.47	0.86		
			07	2.5	53	0.4	0.8		
			06	2.4	49	0.25	0.47		
			- Own valuation of assets: 5.5 mill. EUR; current debt (bank loan, credit line): 0.45 mill. EUR - ISO 9001 and NetIQ certified						
RoVettCaz*	Animal pharmaceuticals manufacturer and importer-distributor	Profitable manufacturer of veterinary medicines, established in 1993, with a nation-wide distribution network (own 2 stores and b-to-b) owning warehouses in 2 main cities in Romania and with representatives agents in 4 areas. Products (both for farm animals and poultry and for pets): antibiotics, anti-parasitic (internal and external), nutritional supplements, care products for pets, pre-feed. Also imports / distributes products from EU and Moldova. The Company estimates to hold 5 -7% market share of the domestic animal pharma market, and has over 2,000 active customers.	Y	T/O	Staff	Net Profit	EBIT DA	Romania (NE)	Sale 80% or 100 % shares incl. all or some assets. Own valuation (100% shares, including assets) is 4.5 mil EUR
(New)			09	2.3	71	0.02	0.22		
			08	1.6	83	0.04	0.23		
			07	2	75	0.06	0.23		
			06	2.1	50	0.1	0.23		
			- Own valuation of assets: 4 mill. EUR; current debt (bank loan, providers, leasing): 1 mill. EUR - Recent investments of over 0.3 million to expand the production space and the transport fleet. - ISO and GMP certified						