

Sell mandates and M&A opportunities in Romania

FRD Center, Bucharest, Romania. 2012

Andrei Bojor, frdbuc@dnt.ro / cell: +4 0722341825 / www.frdcenter.ro

FRD
center

The information contained in this document is based on information made available to us by the respective Companies. FRD Center assumes no liability for its correctness or completeness.

Code	Company type	Company brief description	Financials (mEUR); assets, size indication					Country	M&A Wish
			Y	TO (mEUR)	EMPLOYEES FTE*	NET PROFIT (mEUR)	EBITDA (mEUR)		
RoCa IIV	Contact Center	100% Romanian owned, fast-growing profitable company, launched in 2007, presently among the top 10 in the market. It succeeded to develop in 5 years an impeccable brand and reputation built on quality of service and a call center with 150 working seats and up to 400 employees working on a long term basis for large multinational and global companies from sectors such as banking, telecom, IT and automotive, mainly in Romanian, English, Spanish and German languages. Significant development potential, clear window of opportunity.	2011	2.01	200	0.03	0.06	Romania (BUH)	Equity financing, partial or entire sale
			2010	1.35	150	0.04	0.12		
			2009	0.86	115	0.00	0.07		
			2008	0.66	118	0.12	0.17		
			2007	0.17	43	(0.13)	(0.09)		
			2006	0.07	9	0.00	0.01		
			*FTE = Full Time Equivalent. Total current number of Employees with contracts is 420. Assets: approx. 0.6 mEUR Debt: approx. 0.5 mEUR, mostly investment and operational loans						
RoOp toTech	Physics and Optoelectronics R&D&M Company - (Research, Development and Manufacturing)	Romanian owned, joint-stock company active in R&D&M since 1992 - research, technological development and innovation in physics as well as manufacturing of advanced electronic and optoelectronic devices for civil and special applications (including military). The Company's manufacturing section (small and medium volumes) includes a complete, modern production line for holographic security marks (holograms) and other production lines that manufacture various devices (e.g. false document analyzers used by customs police and embassies, night vision equipment etc). The Company is an active player in national and international EU funded research programs and, for an investor, can also represent a gateway to Romanian and international such research projects.	Y	TO	Staff	Net profit	EBIT DA	Romania (BUH)	80% of the Company shares against 2.5 mEUR cash injection into the Company + 0.3 mEUR paid to the main shareholder
			11	0.96	40	0.01	0.55		
			10	2	35	0.4	0.47		
			09	1.39	35	0.03	0.04		
			08	1.28	32	0.02	0.03		
			Current debt - approx. 0.9 mEUR Assets - approx. 3 mEUR Intangible assets include: highly secured IT infrastructure, CAD/CAM software, several patents, ISO 2001:2008 cert. etc						
RoLa bPC& M	Testing laboratory (physicochemical and microbiological tests and determinations)	Romanian owned, profitable company, launched in 1994. It was one of the first private laboratories in Romania and currently is the second largest private one in the market. It has an impeccable brand and reputation and is currently processing some 10,000 samples (80,000 parameters) each year for agro food products, cosmetics, detergents and other household products, personal hygiene products and packaging. Clear development potential.	Y	TO (mEUR)	Staff	Net profit (mEUR)	EBITDA (m EUR)	Romania (BUH)	Sale of a share package of 65-90%
			2011	0.37	16	0.0631	0.1352		
			2010*	0.35	16	0.0326	0.1906		
			2009*	0.48	18	0.103	0.1899		
			2008	0.471	22	0.1345	0.2105		
			2007	0.356	22	0.1112	0.1575		
			Assets (to be included in a Transaction): approx. 0.35 mEUR Debt (to be included in a Transaction): 0*						

Sell mandates and M&A opportunities in Romania

FRD Center, Bucharest, Romania. 2012

Andrei Bojor, frdbuc@dnt.ro / cell: +4 0722341825 / www.frdcenter.ro

FRD
center

RoCo MatMan	Manufacturer of construction materials and dry mortars	Owned by 3 Romanian individuals, the Company opened in 2001. It manufactures a range of construction materials such as: adhesives, masonry mortars, plastering mortars, cement plasters, screeds, putties as well as polystyrene thermosystem kits. The Company has a strong brand in Romania and distributes its products mainly B-to-C in DIY key accounts (Hornbach, Obi, BricoStore, MR. Bricolaj and Leroy Merlin). Since 2012 also exports to BricoStore Hungary (8 stores) and BricoStore Croatia (3 stores). The Company presents significant development potential.	<table border="1"> <thead> <tr> <th>Y</th> <th>T/O (EUR)</th> <th>Staff</th> <th>Net profit (EUR)</th> <th>EBITDA (EUR)</th> </tr> </thead> <tbody> <tr> <td>2011</td> <td>789469</td> <td>22</td> <td>3505</td> <td>429248</td> </tr> <tr> <td>2010</td> <td>921094</td> <td>18</td> <td>201</td> <td>443922</td> </tr> <tr> <td>2009</td> <td>1249765</td> <td>25</td> <td>6166</td> <td>826851</td> </tr> <tr> <td>2008</td> <td>1853102</td> <td>27</td> <td>3876</td> <td>1185075</td> </tr> <tr> <td>2007</td> <td>1164808</td> <td>28</td> <td>21624</td> <td>686320</td> </tr> </tbody> </table> <p>Assets ~ 0.8 mEUR Debt ~ 0.7 mEUR (mostly operational loans)</p>	Y	T/O (EUR)	Staff	Net profit (EUR)	EBITDA (EUR)	2011	789469	22	3505	429248	2010	921094	18	201	443922	2009	1249765	25	6166	826851	2008	1853102	27	3876	1185075	2007	1164808	28	21624	686320	Romania (Center)	Sale of a share package of 67%. Possible extension of the Transaction to 100% share package
Y	T/O (EUR)	Staff	Net profit (EUR)	EBITDA (EUR)																															
2011	789469	22	3505	429248																															
2010	921094	18	201	443922																															
2009	1249765	25	6166	826851																															
2008	1853102	27	3876	1185075																															
2007	1164808	28	21624	686320																															
RoPubTop	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 players in the Romanian schoolbooks market, with a market share of over 15% and also holds a 10% market share in the general literature market. With the imminent educational curricula change in Romania that will unlock a new cycle for the educational publishing industry, the Company offers clear investment opportunities.	<table border="1"> <thead> <tr> <th>Y</th> <th>T/O</th> <th>Staff</th> <th>Net profit</th> <th>EBITDA</th> </tr> </thead> <tbody> <tr> <td>2011</td> <td>3.2</td> <td>74</td> <td>0.26</td> <td>0.5</td> </tr> <tr> <td>2010</td> <td>3.8</td> <td>71</td> <td>0.11</td> <td>0.28</td> </tr> <tr> <td>2009</td> <td>3.4</td> <td>88</td> <td>0.14</td> <td>0.5</td> </tr> <tr> <td>2008</td> <td>5,8</td> <td>95</td> <td>0.88</td> <td>1.3</td> </tr> <tr> <td>2007</td> <td>5,9</td> <td>86</td> <td>1.2</td> <td>1.6</td> </tr> </tbody> </table> <p>Outstanding debt – approx 1.2 mEUR Assets – approx. 5 mEUR</p>	Y	T/O	Staff	Net profit	EBITDA	2011	3.2	74	0.26	0.5	2010	3.8	71	0.11	0.28	2009	3.4	88	0.14	0.5	2008	5,8	95	0.88	1.3	2007	5,9	86	1.2	1.6	Romania (BUH)	Sale of up to 100% share package
Y	T/O	Staff	Net profit	EBITDA																															
2011	3.2	74	0.26	0.5																															
2010	3.8	71	0.11	0.28																															
2009	3.4	88	0.14	0.5																															
2008	5,8	95	0.88	1.3																															
2007	5,9	86	1.2	1.6																															
RoIT Distri	Value-added software distributor Market leader in the IT security segment and second largest Networking Solutions Provider in Romania.	Profitable, leading Romanian value-added software distributor, providing IT security solutions and professional services through a network of value-added resellers and integrators. The Company's reputation is impeccable and is known in Romania as the undisputed leader in the IT security market segment, lately being recognized as well as a complete technology solution supplier. Since 2006 the Company has also been active in the IT Networking market (now being the second largest player in Romania) as well as in the data storage market since 2011. The Company provides outstanding prospects and potential for further development and growth. Partial or complete sale is considered.	<table border="1"> <thead> <tr> <th>Y</th> <th>Staff</th> <th>TO</th> <th>EBITDA</th> </tr> </thead> <tbody> <tr> <td>2011</td> <td>52</td> <td>10</td> <td>0.62</td> </tr> <tr> <td>2010</td> <td>62</td> <td>10.2</td> <td>1.13</td> </tr> <tr> <td>2009</td> <td>65</td> <td>6,3</td> <td>0.57</td> </tr> </tbody> </table> <p>Assets: approx. 0.5 mEUR Operational debt: Approx 5 mEUR</p> <p><i>Window of opportunity: 2012 has brought significant changes in the Company's segment in Romania: two main players went out of business hence leaving a significant market share to be disputed by the remaining players. For such battle the Company needs urgent financing in order to take advantage of this market opportunity – this being one of the reasons for the sale intention.</i></p>	Y	Staff	TO	EBITDA	2011	52	10	0.62	2010	62	10.2	1.13	2009	65	6,3	0.57	Romania (BUH)	Sale of up to 100% share package														
Y	Staff	TO	EBITDA																																
2011	52	10	0.62																																
2010	62	10.2	1.13																																
2009	65	6,3	0.57																																

Sell mandates and M&A opportunities in Romania

FRD Center, Bucharest, Romania. 2012

Andrei Bojor, frdbuc@dnt.ro / cell: +4 0722341825 / www.frdcenter.ro



FRD
center

RoPV 1, 2 etc	Photovoltaic projects in Romania	<p>Romania is currently one of the main hotspots for Photovoltaic projects in the world. The "Country Attractiveness Indices" issued by Ernst & Young, ranked Romania on 13th position globally and, according to analysts, it is currently the 3rd best place for PV projects in Europe, due to very attractive government incentives (6 Green Certificates / MW – currently 56 EUR / GC), good levels of solar radiations, price of the electricity on the free market (currently approx. 50 EUR/MW), availability and cost of land etc. As the state incentives are guaranteed only for projects that start operations by the end of 2013, there is a clear and limited window of opportunity for investors interested to buy or to invest into such Projects.</p> <p>FRD Center currently holds 2 sell mandates from shovel-ready PV projects that are looking for equity / debt financing and offer good ROI figures:</p> <ul style="list-style-type: none"> - A 9.9 MW land project located in SSW Romania - A 5.5 MW rooftop project located next to Bucharest <p>Both have all studies, business plan and permits in place – please contact us if any of these two or other type of renewables projects are of interest to you.</p>	Romania (SSW), Romania (BUH)	Sale / Equity / Debt financing	
RoHottSea2	Black Sea resort - luxury four star hotel, conference and wellness center	<p>Situated in prime location with immediate access to the beach (50 meters) and to shops, bars and restaurants, close to the center of one of the most fashionable, elegant and vibrant seaside resort in Romania, it has recently undergone a total consolidation and redecoration process following an 18 mEUR investment. Whole new sections (wellness spa, club and conference center) were added to the initial 242 guests capacity hotel. The recent investment maximizes on the traditional strong brand and makes the spa-hotel one of the most important players in the Romanian seaside hospitality segment, reaching occupancy rates of 110% during the 2012 high season Sale as an asset is considered by the company that owns it.</p>	Romania (SE)	Complete sale, negotiable asking price: 15 mEUR	
RoLuxStore	High street upscale store in the center of Bucharest (10 000 square meters of renting space)	<p>The multi-level store was built over 30 years ago and is a traditional, strong brand as well as a major landmark in Bucharest, being located in the very center of the town - the prime area in Bucharest for luxury stores, shopping and leisure. It has recently undergone a total consolidation, redecoration and re-branding process following a 25 mil EUR investment, which gave it a modern, luxury look and feel, and was re-launched in 2010. It has approx. 10,000 square meters of renting space, currently some 65% being rented out to international and local famous designer brands, coffee shops and other luxury goods retailers as well as a 200 cars multi-level parking section. It also has a high-tech, profit-making by itself multimedia façade, one of the largest in Europe, designed by a world-famous designer. Being by far the largest upscale store in a high street location in Bucharest makes this opportunity quite unique in Romania. Sale as an asset is being considered by the company that owns it.</p>	Romania (BUH)	Complete sale, negotiable asking price: 43 mEUR	
RoHottdrac	3 stars hotel in scenic and fashionable mountain holiday resort	<p>Built in 2006 - 2007, the hotel is located in the vicinity of the famous "Dracula Castle" in center Romania. 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.</p>	<p>Building and facilities - investment made: approx 2 mill. EUR</p> <p>Assets – valued at approx. 2.3 mill EUR (building, land, vehicles, furniture and fittings, equipment)</p> <p>Debt - 1 mill EUR (bank mortgage)</p> <p>Intangible assets: portfolio of corporate clients and travel agencies</p>	Romania (Center)	Partial or entire sale