

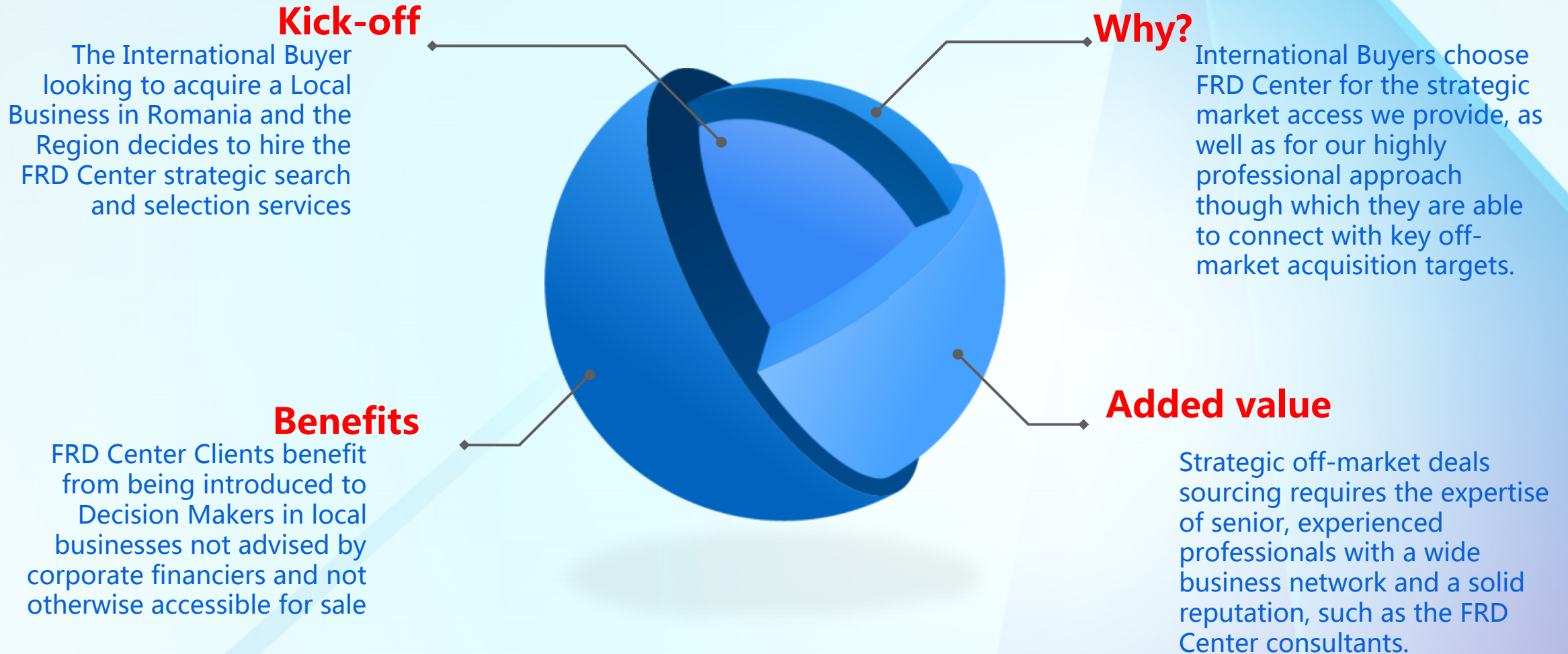
# **Pre-M&A Services in Romania and Emerging Europe**

**Off-market Deal Origination**

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**FRD Center**

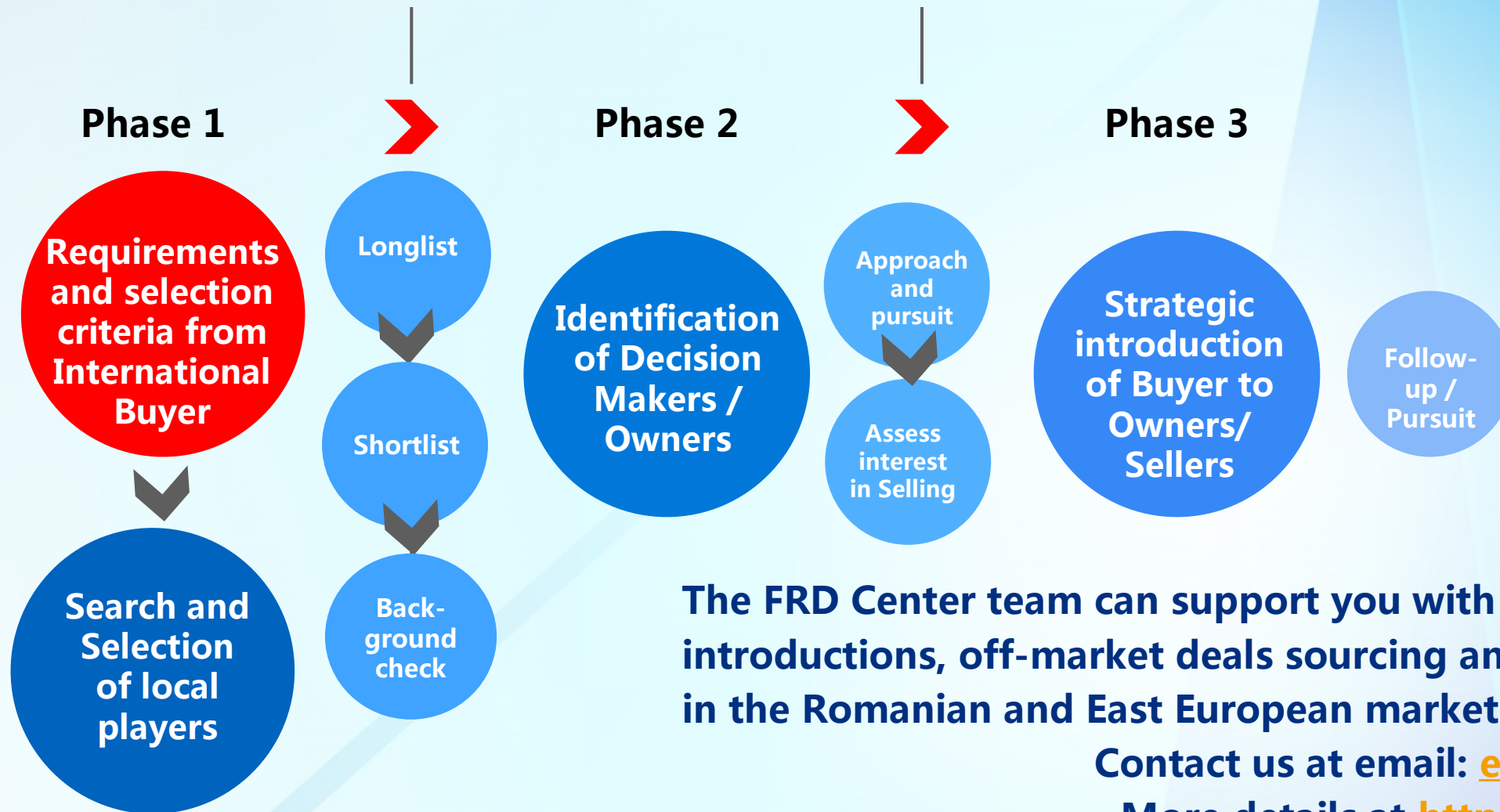
# Off-market Business Search for crossborder M&A



# Off-market Deal Origination

FRD Center support Step-by-Step

**FRD**  
center



The FRD Center team can support you with strategic business introductions, off-market deals sourcing and market research in the Romanian and East European market.

Contact us at email: [europa@frdcenter.ro](mailto:europa@frdcenter.ro)

More details at <http://www.frdcenter.ro>

# Off-market Target Origination

## in Romania and the Region

**FRD**  
center

For over 20 years, FRD Center consultants assist the Foreign Buyers with Target Origination and Investment Project Sourcing in Romania and the region, regardless of sector or industry. As part of the off-market deals digging, we reach out to the Decision Makers and Owners of businesses not yet on the market.

The FRD Center methodology, tactics and assistance include:

**Agree search criteria with Buyer**

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Based on received information relating to company profile, activity, area, scale, financials etc.

**Search and Selection**

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Conduct comprehensive research and scanning of the local market to find relevant Targets based on the profile and criteria provided by the Client (the Foreign Buyer)

**Longlist of Targets**

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Generate and provide the Client with Players Longlist consisting of financial analysis, brief profiles, relevant details of most suitable local Target-Companies, to be consulted and shortlisted by the Client

**Shortlisted Targets**

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Client (The Buyer) analyses the Profiles and shortlists the Targets

**Background Check**

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Carry out reputation and background check on the companies and the Owners of shortlisted by the Client.

**Approach Decision Makers**

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Identify and approach the Decision Makers / Owners of the shortlisted players that result "clean" in order to check their willingness to sell / discuss M&A.

If required by the Client, this will be done in confidence, without disclosing the name of the Buyer.

# Off-market Deal Origination

## Final Stage of FRD Center support

**FRD**  
center



### Strategic Introduction

Facilitate direct strategic introduction to the Buyer with the local Decision Makers / Owners that have confirmed their interest in selling or discussing a strategic partnership with our Client (the International Buyer)



### Pursuit / Follow-up

Continue to assist the Client (the Buyer) with pursuit and follow-up of the local Decision Maker / Owner, if the case

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# Off-market Business Search

## FRD Center differentiators

FRD Center has been assisting Foreign Companies with their strategic search and selection of suitable businesses in Romania and the Region since 2000

Using a professional and transparent process, the FRD Center team has been sourcing off-market M&A deals upon demand

The FRD Center Clients for the Off-market Deal Origination services are International Corporations, Private Equity Groups, Foreign Companies, Listed Firms, Private Companies looking to acquire in Romania and the Region, expand to the EU

**Provide cost-effective reliable services in a timely manner using a transparent and professional methodology for generating Off-market Deals and Strategic Business Introductions in Romania and the Region**

FRD Center is most possibly the only privately-owned independent consulting firm in Romania which has been providing such laser focused services sourcing off-market deals

Since 2006, FRD Center has been providing buy-side acquisition search services to foreign companies and investors seeking to make off-market acquisitions in Romania and the Region

The FRD Center consultants enjoy a solid reputation in the market and a comprehensive business network at Decision Maker level

# Off-market Business Search

## Testimonials from FRD Center Clients

A leading business software and services provider in South East Europe and the Middle East hired the services of FRD Center for Off-market Deal Origination in Romania

*"We were pleased with the services we received from FRD Center and would like to confirm that they are a professional team, who provided high quality services in a timely manner."*

*"From our collaboration it results that they have good experience in the Romanian IT&C sector."*

An Italian Group, leading innovative global service provider in Customer Management BPO, hired the FRD Center services in Romania and Bulgaria

*"FRD Center provided useful market insight and players in-depth analysis, which helped us with our market expansion in the SE European region and brought to the table targets for acquisition otherwise hidden."*

Irish Private Equity fund focusing on green energy investments hired the FRD Center Off-market Deal Origination services in Romania

*"We are happy with the FRD Center services in Romania which facilitated our introduction to relevant local players in the wind energy sector interested to discuss an acquisition."*

Major Oil& Gas engineering group with HQ in the Gulf / Middle East looking for off-market acquisitions in Emerging Europe hired FRD Center for strategic business introduction and Off-market Deal Origination in Romania, Hungary and Poland

*"The Group' s leadership was fully satisfied with the FRD Center services in Romania and expanded the off-market search to Hungary and Poland, looking for relevant local players interested to discuss an acquisition and strategic partnership with our Group."*

# Off-market Deal Origination

## Case Study Examples

### IT / software

Client operating in SE Europe acquired a local player with a TO in excess of 3 mEUR from a shortlist of off-market players FRD Center correctly identified, selected and contacted at Owner level

### Metalworking

Dutch Client active in steel metal equipment engineering received comprehensive report of local players correctly identified, selected and strategically contacted by FRD Center at Decision Maker level

### Energy / Petrochemicals

Irish Corporate Finance Group received market opportunity assessment study and in-depth profiles of local relevant players generated by FRD Center according to the Client's requirements



# Off-market Deal Origination

## Case Study Examples (cont.)

### **BPO / call-center outsourcing**

Italian BPO group looking to expand to SE Europe received market opportunity assessment study for Romania and Bulgaria, in-depth profiles of local relevant players and strategic intro at Owner level

### **Engineering**

FRD Center assisted major automotive manufacturing international group identify, select local players according to their requirements, visit the Decision Makers in their operations in Romania

### **Building materials**

Leading British Group producer of heavy construction materials hired FRD Center and received market opportunity assessment study and in-depth profiles of local relevant players in Romania

# Off-market Deal Origination

## Case Study Examples (cont.)

### Oil & Gas Engineering

Gulf / Middle Eastern group looking for off-market acquisitions in Emerging Europe hired the FRD Center strategic services in Romania, Poland and Hungary to general off-market deals and approach Owners

### Luxury sector

FRD Center assisted major international group in Luxury manufacturing identify, analyse, select local players and approach the Decision Makers in Romania, Bulgaria, Serbia and N. Macedonia

### Green energy

Irish Private Equity group looking for off-market deals in the wind energy sector in Romania was introduced by FRD Center to Decision Makers in local players identified, selected and interviewed by FRD Center

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