

Dear Investors, Partners, and Friends,

It is our distinct pleasure to announce the introduction of the 2010 May issue of Bulgarian Business Brokers' Investment Bulletin, dedicated to Merger and Acquisition Opportunities and Partnerships. It is our endeavor with this Bulletin to offer you the most valuable business propositions and assist you in achieving long-term success and profitability while maximizing shareholders' value.

We are proud to announce that we are in the process of affiliation with a renowned international M&A Network and have established new partnerships with boutique M&A, financial advisory and business brokerage companies across Bulgaria, neighboring Balkan countries, Europe, and the United States.

Through our partnership network, we have extended our reach to represent various international business opportunities and enterprises. Along with our domestic expertise and knowledge, this international exposure allows us to bring together the most suitable participants in every transaction.

In this Bulletin, you can find the following investment offers:

- | | |
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| 1. Internet Service Provider (New) | 11. Electric Contractor (New) |
| 2. Internet Media Company | 12. Furniture Factory |
| 3. Distributor of Nuts and Dried Fruits (New) | 13. Plastic Processing Factory |
| 4. Producer of Sandwiches and Packaged Goods (New) | 14. Textile Fabrics Producer |
| 5. Distributor of Olives and Olive Oils (New) | 15. Manufacturer of Steel Castings |
| 6. Heatset WEB Offset Printing Company (New) | 16. Manufacturer of Electrical Accessories |
| 7. Electronic Retail Trade Company | 17. Ammunitions Factory |
| 8. Advertising/Package Development Company (New) | 18. Medical Center |
| 9. Baby Food Manufacturer | 19. Vineyards in Northeast Bulgaria |
| 10. Mineral Water Bottling Company | 20. Vineyards in Central Bulgaria (New) |

Businesses Wanted: Medical Equipment Manufacturers; Pharmaceutical companies and medical clinics; Non-tradable goods sectors

Macroeconomic and Business Climate in Bulgaria

Macro Overview

- Analysts' latest forecasts show the country will face a revival of the economy in 2010, recording a slightly positive GDP /0.2%/. Combined with the anti-crisis measures proposed by the government, this will stabilize the business environment and bring back investors' confidence to the region.
- Bulgarian exports are seeing rapid MoM growth in the first quarter of 2010, thus strengthening Bulgaria's macroeconomic position while narrowing the trade gap.
- Due to economic deterioration in the past two quarters, inflation rate has reached low levels of nearly 1.8% in April YoY.
- Bulgaria remains one of the most attractive EU member states with a flat 10% corporate tax rate

Opportunities

- Consolidation within certain industries has become possible due to recent economic disturbances; interested investors may obtain sizeable market shares with only limited capital resources devoted.
- Managers of Bulgarian companies have become more flexible in making decisions regarding the type and capital structure of their enterprises; it is more common for managers to seek strategic and financial investors' capital as a substitute for bank loans and long-term debt obligations.
- Distressed asset opportunities have arisen at significant discounts below market valuations



INFORMATION BULLETIN

MERGER AND ACQUISITION OPPORTUNITIES AND PARTNERSHIPS

Wednesday, May 19, 2010

Offered and mandated by

Bulgarian Business Brokers OOD

part of Bulgarian Business Consultants AD

Information Technology and Internet Services

1. EXCLUSIVE OFFER: INTERNET SERVICE PROVIDER

Overview

The company is a fast-growing provider of internet services. Since inception, it has been offering unmatched service quality and therefore has experienced stable double-digit growth rates in new subscribers / thus ensuring rising revenues and profits /.

Current owners are planning a sizable expansion in the next 6-12 months and seek strategic and/or financial investors in order to carry out this expansion policy further. In terms of market share, the company is ranked in the top 10 internet information providers in the capital of Sofia.

Strategic Advantages

- Average monthly revenue per subscriber: EUR 12
- Annual increase in subscribers /2008-2009/: approximately 10%
- Forecasted increase in subscribers in the next 6-12 months: 9-18%
- Above average EBITDA margins – varying between 40-50%
- The company is offering High Definition TV services (HDTV) at attractive prices
- Plans to launch “Fiber-to-the-building” service in 2010

Source: Business Partner



New

Location:

Western Bulgaria

Industry:

Internet Information Providers

Staff:

80

FY 2009 Revenue:

€1 400 000

2009 EBITDA Margin:

46%

Asking Price for 75%:

€3 000 000

Investment Type:

Acquisition of 75% of the Company's shares

2. STRATEGIC PARTNERSHIP OPPORTUNITY: INTERNET MEDIA COMPANY

Overview

The company was founded as a sports media enterprise, uploading news and hosting websites to serve the growing number of sports enthusiasts in Bulgaria. It offers online readers current news and objective articles about popular sports such as: football, basketball, volleyball, tennis, and chess. The major revenue-generating source is online advertising. Therefore, the company has established long-term contracts with major bookmaker agencies



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and other advertising organizations in order to guarantee stable revenue inflows. Due to the growing client and reader base, current owners seek additional capital to finance several ongoing projects and maintain the rapid growth rates achieved since inception.

Strategic Advantages

- Major Bulgarian media provider of sports news and articles online
- Established relations and contracts with major bookmaker agencies both domestically and abroad
- Official representative for Bulgaria of fan-based websites of variety of European soccer teams such as Manchester United, Arsenal, Barcelona
- Innovative development strategy incorporating the creation and hosting of websites for sports media news and articles, political forums, video platforms, online stores, etc.
- The company operates its own servers that can be easily optimized to support higher capacity levels
- Average of 30 000 000 ad impressions annually across all websites

Source: BGGB

Location:

Southeast Bulgaria

Industry:

Internet Media

Staff:

4

FY 2009 Revenue:

Undisclosed

2009 EBITDA Margin:

Undisclosed

Tentative Valuation Range for 100%:

€80 000

Investment Type:

Acquisition of majority /60-70%/ share

Fast Moving Consumer Goods

3. EXCLUSIVE BUYOUT OFFER: LEADING DISTRIBUTOR OF NUTS AND DRIED FRUITS

Overview

The company is specialized in import, processing, packaging, trade and distribution of nuts and dried fruits. It has been operational since 2006 and according to management estimations, the company ranks in Top 3 for the city of Sofia and in Top 5 nationwide in terms of market share.

The company owns 4 registered trademarks /one for each of the following product groups: roasted nuts, wafers, snack pellets and pop-corn/. Management is seeking an acquirer or financial partner(s) / investor(s) interested in obtaining majority stake and facilitating the company's expansion and investment programs.

Strategic Advantages

- By managing its own distribution network, the company is selling to more than 2,000 independent mini-markets, small shops, and bistros
- The products are also sold to the biggest national supermarket chains; more than 350 supermarkets are offering the products to end-consumers
- Annually, the company processes and sells over 600 tons of roasted nuts
- The company aims at becoming market leader with domestic market share of 25% /to be achieved in the next 3-5 years/
- Excellent relations with wholesale suppliers

Source: Business Partner



New

Location:

Western Bulgaria

Industry:

Processed & Packaged Foods

Staff:

24

FY 2009 Revenue:

€2 084 000

2009 EBITDA Margin:

11.7%

Asking Price for 100%:

€1 500 000

Investment Type:

Sale of majority stake; 100% buyout or seeking growth capital

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4. ACQUISITION OPPORTUNITY: PRODUCER OF SANDWICHES AND PACKAGED FOODS

Overview

The company owns a well-established brand (registered trademark), which is labeled on all products: sandwiches, ready-to-eat and culinary dishes from different cuisines (Bulgarian, Italian, Chinese), fresh salads, pancakes, deserts, creams. The company /registered in 2005/ succeeded the business activities of the general manager as a sole proprietor. The general manager's experience in the sector dates back to 1991 and covers the confectionary and restaurant industries, as well as production and distribution of food products.

The corporate office (with an area of 30 sq.m. located in Sofia) was opened in Nov 2005 in a newly-built property. The production facility is also in Sofia, right next to the office. It was built in 2006-2007, and has been operational since H2 2008. It represents a 2-storey building with TBA of 250 sq.m.

Strategic Advantages

- The company has established its own production facilities and offices
- The distribution network covers over 130 chain stores, independent stores, mini-markets, bistros, cafeterias, etc.
- The company delivers food products (dishes and plateaus) to catering events, private parties, and press-conferences
- Good potential for future development:
 - Introduction of frozen foods and meals
 - Establishment of a chain of fast food restaurants
 - Launching a catering company promoting the brand
 - Opening a deli corner in supermarket chains to offer the company's culinary and pre-cooked meals
- Asking price includes all of the company's assets: brand, office premises, production facility, and equipment; no long-term debt

Source: Business Partner



New

Location:

Western Bulgaria

Industry:

Processed & Packaged Foods

Staff:

40

FY 2009 Revenue:

€1 000 000 (VAT incl.)

2009 EBITDA Margin:

16.8%

Asking Price:

€1 000 000

Investment Type:

100% buyout

5. BUYOUT OPPORTUNITY: DISTRIBUTOR OF OLIVES AND OLIVE OILS

Overview

The company is a reputable domestic distributor, exclusive importer and representative of high quality olive oils and balsamic vinegar. Since Q1 2010, the company has added to its product portfolio high quality Greek olives, whose introduction is forecasted to contribute 30+% to the revenue growth in FY2010 alone. Currently, the company carries a portfolio of 10 product types separated in three major classes: olive oils; balsamic vinegars; olives and olive products.

The company distributes to more than 100 hotels and restaurants in Sofia, while supplying the largest retailers and food chains /Metro Cash & Carry, Piccadilly, Elemag/ in the same vicinity. In accordance with the size and fragmentation of the sector, the distribution activity is directed almost entirely towards Sofia. However, the company is strategically positioned to expand its footprint by targeting restaurants and hotels located in popular mountain and sea resorts.



New

Location:

Western Bulgaria

Industry:

Processed & Packaged Foods

Staff:

4

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Strategic Advantages

- High cost-efficiency and operating margins achieved through specifically designed portfolio product range
- Diversified customer base of 150 – 200 clients /no single client accounts for more than 5% of annual revenues/
- Sound market positioning in the HORECA segment, which guarantees low revenue cyclicity/seasonality
- Low fixed costs as a percentage of sales ensure minor volatility in financial results
- Higher financial margins of newly added products due to realized cost-synergies with existing products
- Triple digit CAGR since inception

Source: BGBB

FY 2009 Revenue:
€158 500

FY 2010 Revenue:
€240 000

Asking Price:
€245 000

Investment Type:
100% buyout

Services

6. PARTNERSHIP/INVESTMENT OPPORTUNITY: MINORITY/MAJORITY SHARE IN A LEADING HEATSET WEB OFFSET PRINTING COMPANY

Overview

The company is a major domestic competitor in the heatset web offset printing field. The printing house has at its disposal a wide range of machines and equipment necessary for high quality (both heatset web and sheetfed) offset printing and finishing services. Owner(s) has/have established a complete production cycle, thus ensuring financial independence and operational cost-effectiveness.

The company holds a niche leadership position for high circulation products such as: magazines, brochures, advertising and trade catalogues. Key clients include well-known Bulgarian media enterprises and large retail trade chains.



New

Location:
Western Bulgaria
Industry:
Heatset WEB Offset Printing
Staff:
52

Strategic Advantages

- Complete production cycle /only exposure on photographic film plates is performed by a third party due to the significant cost-effectiveness achieved through outsourcing the service/
- 2009 sales growth of nearly 90%; EBITDA Margin of 19.23% - an increase of nearly 500 bps points above the corresponding ratio a year earlier
- The printing company operates a heatset web press and adjacent modern equipment; this modern machinery, along with the diversified client base has helped position the company in the Top 20 of all domestic printing companies
- High quality products and services
- The location is highly strategic since the company is situated within a close proximity to the major printing and advertising area of the city

Source: BGBB

FY 2009 Revenue:
€2 826 000

2009 EBITDA Margin:
19.23%

Tentative Valuation Range for 100%:

€4 000 000 – 5 000 000

Investment Type:
Acquisition of minority/majority stake

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7. BUYOUT OPPORTUNITY: ELECTRONIC RETAIL TRADE COMPANY

Overview

Established as a limited liability company, the firm successfully competes in the retail and wholesale markets for electronic equipment and components through its own retail network. The company is a major retailer of variety of products, which include but are not limited to: cash registers, cash register safes, electronic scales, fiscal and non-fiscal printers, monitors for computer systems, video surveillance cameras, and business software. The company also provides pre- and post-sale services and office furnishing, which contribute to the establishment of a loyal customer base.

Strategic Advantages

- Office furnishing has experienced significant growth levels in the past several quarters and has resulted in the establishment of long-term contracts with major chain stores
- Some of the products have a tendency to carry a very high surcharge, thus allowing for relatively lower margins on other high-volume traded products, making them extremely competitive
- Client's power to affect sales is minimal (especially in the cash registers and electronic scales markets) since these markets are subject to regulatory requirements
- Most product sales are accompanied by maintenance contracts for a certain timeframe, which ensures additional services and profits
- The company offers a full range of products, as well as pre- and post-sale services
- The seller will guarantee an all-equity investment without any debt obligations or accounts payable

Source: BGBB



Location:

Northeast Bulgaria

Industry:

Electronics Retail/Wholesale

Staff:

100+

FY 2009 Revenue:

Undisclosed

2009 EBITDA Margin:

Undisclosed

Asking Price:

€3 000 000 (Cash Free- Debt Free)

/The price estimation will be on a Cash Free- Debt Free basis following settlement of liabilities in the amount of EUR 1-1.5 million/

Investment Type:

100% buyout

8. STRATEGIC ACQUISITION OPPORTUNITY: ADVERTISING /PRODUCT DESIGN COMPANY

Overview

The advertising and marketing product design company was founded in 1990 as a sole (single) member limited liability company. It is specialized in print production, promotional and advertising products, product design, and corporate identity. Since inception, the enterprise has undergone continuous development and growth and today it offers an extended range of promotional products: apart from the aforementioned products and services, the company offers honorary plaques, wayfinding systems, lighted blackboards, etc. Highly valuable advantages of the company are its strategic location and favorable lease terms, which guarantee operational and financial efficiency.



New

Location:

Western Bulgaria

Industry:

Advertising / Product Design

Staff:

6

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Strategic Advantages

- Established long-term partnerships with other domestic marketing and advertising companies
- The company facilitates design, digital printing and photo studios, prototype atelier, and a technological department
- The location is highly strategic since the company is situated within a close proximity to the major printing and advertising area of the city
- Lease terms are favorable, thus allowing current owner and prospective buyers to limit their fixed costs
- Current owner is willing to remain within the company for a transitional period in order to introduce the new owners to the specifics of the sector/company, if necessary

Source: BGBB

FY 2009 Revenue:

€136 500

Average 2007-2009 Profit Margin:

12.18%

Asking Price:

€145 000

Investment Type:

100% buyout

Food and Beverages Industry

9. PARTNERSHIP OPPORTUNITY: BABY FOOD MANUFACTURER AND TRADING COMPANY /DISTRESSED OPPORTUNITY/

Overview

The company has entered and become an important player in the baby food segment due to the high product quality and competitive prices. The baby food business line has gradually improved its market share and revenue turnover over the years but management requires further capital to re-launch and strengthen the production operations, enhance the existing distribution network, and establish a new factory for production of canned baby foods.

Interested parties have the flexibility to finance the planned new factory construction and/or invest in the company's operations by acquiring the baby food puree trademark and production processes.



Location:

Western Bulgaria

Industry:

Baby Foods

Staff:

4

Strategic Advantages

- The product range of the baby food business line includes more than 50 different varieties of purees /fruit, vegetable, meat, milk, and purees enriched with vitamins/
- The company has developed 50 additional puree recipes that currently have no market substitutes
- The only company in the Bulgarian baby food sector that does not mix its purees with farina, starch, or other thickeners
- Own distribution channel covering the domestic markets through independent dealers
- Investors' exit period estimated at 3-7 years through share buyback
- Well-trained and qualified management team

Source: BGBB

FY 2009 Revenue:

€200 000

2009 EBITDA Margin:

20.4%

Asking Price for 100%:

Negotiable

Investment Type:

100 % buyout or seeking growth capital

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10. INVESTMENT OPPORTUNITY: MINERAL WATER BOTTLING COMPANY FOR SALE

Overview

The company holds concession rights on the water source until 2015. The term could be prolonged. The allowed capacity of the concession is 10 lt./sec. The Company has two Registered Trademarks (one for the mineral water and one for a soft drink), as well as a registered design of the bottle.

The company has adopted the HACCP standards and has been certified under the standard ISO 22000:2006. Two production lines are installed: 1. for 0,5 lt., 1,5 lt., 5 lt., 10 lt. and 2. for 19 lt. of still natural mineral water. Currently, 9 employees are working at the plant, which has downsized its activities following the intentions of the major shareholder to divest. Respectively, the sales and operating profits are far from their true potential.

Strategic Advantages

- High quality of the water: low on fluoride and mineral content; rich on Mg; pH close to neutral
- Relatively high capacity of both the source and the installed equipment
- The company meets all European food safety and food quality requirements of the EU legislation
- The installed capacity allows for the initiation of regular exports while meeting domestic demand
- Strategic location – relatively close to the seaside and the Romanian market
- Lower price levels in Bulgaria compared to Romania allowing for successful market penetration abroad

Source: BGBB



Location:
North Bulgaria
Industry:
Beverages
Staff:
9

FY 2009 Revenue:
Undisclosed
2009 EBITDA Margin:
Negative

Asking Price:
€860 000
Investment Type:
100% buyout

Utilities

11. STRATEGIC PARTNERSHIP/BUYOUT OPPORTUNITY: ELECTRIC CONTRACTOR

Overview

The electric power construction company was founded in 2004 as a limited liability company. Sales turnover has grown with an average double digit rate of 30% since inception. The company has completed more than thirty projects with a total turnover of EUR 1 800 000 over the past four years. The business lines supported by the company are: electric power substations /up to 700 kV/; outdoor high voltage distribution systems 110/220/400kV; and indoor electric distribution system 6/10/20kV.

Due to the sluggish economic conditions, owner seeks strategic partners to strengthen the working capital structure in exchange for a majority share. 100% acquisition is also an option.



New

Location:
Western Bulgaria
Industry:
Electric Contractors
Staff:
12

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Strategic Advantages

- Participation in international projects for the establishment of high voltage distribution systems /partnering with companies such as ABB, Schneider Electric, SEG Power Protection, SIEMENS, and Areva/
- Experienced personnel, knowledgeable in the fields of: electric power grid construction, primary and secondary commutation, etc.
- Member of The National Chamber of Electrical Engineering in Bulgaria (NCEEB) and certified member of the Bulgarian Construction Chamber
- Established business relations with NEC-EAD, ECO-EAD, CEZ, EVN, E.O.N.
- Opportunity for a triple-digit sales growth in the next three years due to pending participation in several large projects
- Major focus of the company are all projects supported by automatic dispatching system SCADA; a system that does not require operative personnel for its maintenance

Source: BGBB

FY 2009 Revenue:

€300 000

2009 EBITDA Margin:

Undisclosed

Asking Price for 100%:

€350 000

Growth Capital Required:

€250 000

Investment Type:

100% buyout or seeking growth capital

Furniture Industry

12. ACQUISITION OPPORTUNITY: FACTORY FOR THE PRODUCTION OF FURNITURE

Overview

The factory engages in the whole array of end-to-end activities, which include: preparation, production, and finishing of furniture from solid timber, chipboard panels, and other materials. The current owner also holds export contracts and expects to continue working with the factory by means of assigning orders. All technological processes in the factory meet the European standards. The production equipment is new, acquired in the period 2003 – 2007, being last generation in the industry and compliant with safety and environmental protection regulations.



Location:

Central Bulgaria

Industry:

Furniture Manufacturing

Staff:

Undisclosed

FY 2009 Revenue:

€4 450 000

2009 EBITDA Margin:

12.22%

Asking Price:

€1 800 000 (excl. VAT)

Investment Type:

100% buyout

Strategic Advantages

- The factory is operative and profitable with excellent market positions in UK, Middle Eastern, and Bulgarian markets
- Current owner can provide a wide network of clients through external contracts
- No additional investment is required due to the perfect condition of the production equipment, which is in full compliance with European standards
- Solid organizational and management structure; established contracts with suppliers, customers, etc.
- The factory is certified under ISO 9001:2000

Source: BGBB

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Industrial Goods

13. STRATEGIC INVESTMENT OPPORTUNITY: PLASTIC PROCESSING FACTORY

Overview

The company is the local market leader in the plastic processing field. A diversified client base ensures little volatility in inventory and sales turnover. Due to strict confidentiality requests by the seller, we will be able to provide more information only after the signing of a Non-Disclosure Agreement (NDA).

Strategic Advantages

- Well-established company reputation both domestically and abroad
- Highly diversified product base
- High quality of end products resulting in a well-established and growing market share
- Fully-owned production and warehouse facilities located near major highways
- Technologically modern equipment

Source: Business Partner

No Image
Available

Location:

Southeast Bulgaria

Industry:

Plastic Products

Staff:

Undisclosed

Asking Price:

Negotiable

Investment Type:

100% buyout and/or seeking growth capital

Textile

14. INVESTMENT OPPORTUNITY: TEXTILE FABRICS PRODUCER

Overview

The company was established 40 years ago as a producer of natural and synthetic jacquard, decorative textiles, and upholstery fabrics for the furniture and railway industries. The premises include 38 000 sq. m. constructed area consisting of plant building, spinning workshops, weaving departments, and storehouses. The company has secured the production process with own machinery and equipment. The owners have established long-term contracts with public transportation companies, theaters, etc.

Strategic Advantages

- The only company in Bulgaria entirely specialized in the production of natural and synthetic jacquard, decorative textiles and upholstery fabrics for the furniture industry
- Long-term partnerships with European companies
- Long-lasting tradition in the production of fabrics for the furniture industry; full production cycle
- Favorable geographic location due to the close proximity to major suppliers of qualitative textile fabrics and yarn from Italy and Turkey

Source: BGGB



Location:

Southeast Bulgaria

Industry:

Textile Goods

Staff:

23

FY 2009 Revenue:

Undisclosed

Tentative Valuation Range for 100%:

€3 000 000 – 6 000 000

Investment Type:

Acquisition of majority share (90%)

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Manufacturing

15. BUYOUT OPPORTUNITY: MANUFACTURER OF CASTINGS

Overview

The Company is a well established local producer of single and small batches of iron, steel, and carbon castings. The production process handles mainly small-sized orders, thus positioning the company in a niche market. This has resulted in the establishment of stable client base and has contributed to the lack of significant competition in the region.

The company owns a Certified Integrated management system in compliance with the EN ISO 9001:2000.

Strategic Advantages

- Offers competitive prices and achieves low price/quality ratios, thus attracting many customers
- The client base is broad enough to widely reduce buyers' purchasing power
- Flexible marketing strategy due to established sample product models offered to prospective clients
- The factory is capable of entering the mechanical treatment field with only limited initial investment
- Location of the factory is within close proximity to its current client base and target markets
- Due to the manufacturing traditions in the region, there is a constant supply of qualified personnel

Source: BGGB



Location:

Northwest Bulgaria

Industry:

Primary Metal Manufacturing

Staff:

42

FY 2009 Revenue:

€420 000

2009 EBITDA Margin:

Asking Price:

€500 000

Investment Type:

100 % buyout

16. BUYOUT OPPORTUNITY: MANUFACTURER OF ELECTRICAL CARTRIDGES AND PORCELAIN-BASED ELECTRICAL ACCESSORIES

Overview

The company has positioned itself as one of the major domestic manufacturers of porcelain-based electrical accessories and instrumental equipment. Over the years, additional products such as metal and plastic details, electric-chemical metal covers, and special equipment were added to the production lines.

The Company enjoys a complete production cycle and operates a Certified Integrated Quality management system ISO 9001:2000. Currently, the factory does not operate at full capacity, which offers potential investors an opportunity for expansion without committing additional capital investments /fixed cost synergies/.



Location:

Northeast Bulgaria

Industry:

Electrical Isolation Equipment

Staff:

90-120

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Strategic Advantages

- *Decreasing dependence on domestic markets; exports contribute more than 50% of total sales*
- *High quality products approved and recognized internationally*
- *Machines used in the production can be incorporated in the manufacturing of non-core products*
- *Factory established in close proximity to raw materials*
- *Strategic location: close to the manufacturing-dependent regions on the Black Sea coast*

Source: BGGB

FY 2009 Revenue:

€690 000

2009 EBITDA Margin:

Asking Price:

€550 000

Investment Type:

100% buyout

17. ACQUISITION OPPORTUNITY: PRODUCER OF CARTRIDGES AND BULLETS

Overview

The factory is strategically located near Sofia and is the local market leader in the production of hunting and sport cartridges. It is equipped with all required licenses for storage and trade with gun powder, firearms, ammunitions and pyrotechnical products, as well as a licence for the production of various types of bullets and cartridges. The factory manufactures ammunitions and hunting rifle cartridges, sports pistol cartridges, hunting carabine cartridges, blank cartridges, and stop cartridges. The factory's premises have a total land area of 8205 sq.m. and a total built area of 1 072 sq.m.



Location:

Western Bulgaria

Industry:

Sporting Goods/Firearms and Accessories

Staff:

13

FY 2009 Revenue:

Undisclosed

2009 EBITDA Margin:

Undisclosed

Asking Price:

Negotiable

Investment Type:

100 % buyout

Source: BGGB

Healthcare Services

18. INVESTMENT OPPORTUNITY: ESTABLISHED MEDICAL CENTER

Overview

Located in the downtown area of one of the largest cities in Northeast Bulgaria, the Medical Center ensures easy access for patients from various locations. The expertise and specialized out-patient care provided by doctors



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and other specialists encompasses: diagnostics, treatment, rehabilitation, consultative and prophylactics activities, and appraisals. The aforementioned healthcare services are provided by 33 fully specialized doctors, who have attained degrees in: Internal medicine, Pediatrics, Gynecology and Obstetrics, Ophthalmology, Surgery, Orthopedics, Cardiology, Urology, Neurosurgery, and many more. The Center is equipped with parasitological ward, immunotherapy, vision diagnostics, and laboratory.

Strategic Advantages

- *High quality of the medical services offered resulting in market share of 30% in the region*
- *Modern equipment and practices that are continuously upgraded*
- *The Medical Center has experienced steady growth rate in sales and robust growth in net profits for the past several years (32% average net profit growth for the period 2005-2009)*
- *Positive trends for development of the healthcare system due to EU regulations, as well as sound expectations for an increase in public expenses for healthcare purposes*
- *Experienced professionals with proven reputation in the field*

Source: BGBB

Location:

Northeast Bulgaria

Industry:

Medical Clinics

Staff:

62 /33 doctors/

FY 2008 Revenue:

€532 000

2008 EBITDA Margin:

22.3%

Asking Price:

€1 700 000

Investment Type:

100% buyout

Agriculture

19. VINEYARDS IN NORTHEAST BULGARIA

Overview

The company is a registered agricultural producer and member of The National Vine and Wine Chamber. Its main products are grape, durum and fruits from the fruit orchard. The vineyards are situated in the northeastern part of Bulgaria, near the coast of the Black Sea.



Strategic Advantages

- *The company has no public liabilities or liabilities to its suppliers*
- *The investment offer consists of 439 decares land plot: /Vineyard: 426 decares, Fruit orchard: 15 decares/*
- *As a registered agricultural producer, the company has the ability to gain subsidies from the EU funds for conversion of wine vineyards*
- *The subsidy per acre varies from 700-800 lv. (357 EUR – 409 EUR) for eradication and up to 4000-5000 lv. (2045-2556 EUR) for re-planting.*
- *Signed a subsidy contract for the amount of EUR 310 000; the subsidy is to be utilized in several stages*

Source: BGBB

Location:

Northeast Bulgaria

Industry:

Grape Farming

FY 2009 Revenue:

N/A

Asking Price for 100%:

€580 000

Investment Type:

100% buyout or seeking growth capital

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20. VINEYARDS IN CENTRAL BULGARIA

Overview

The company owns and operates vineyards with an area of 230 000 sq., situated in Central Bulgaria /near Plovdiv/ - a renowned agricultural region. The vines are at their fifth year of production, which guarantees long-term harvesting and growing production volumes. The vineyards meet all requirements for production, export and planting. The planted wine sorts are: Cabernet Sauvignon / 190 000 sq. m. / and Merlot / 30 000 sq. m. /. Estimated annual production approximates 100 000 kg of grapes. Owners have prepared part of the existing Cabernet Sauvignon plantation for replanting with two additional wine sorts for diversification.

Aside from the vineyard, current owners have developed a boutique hotel, two fishponds, and have initiated a project for agricultural tourism. The land is privately-owned, with well-established infrastructure, thus allowing prospective investors for the construction of a boutique "Chateau". The asking price includes the vineyards only, but owners are open for negotiations for the hotel and/or fishponds.

Source: BGBB



New

Location:

Central Bulgaria

Industry:

Grape Farming

FY 2009 Revenue:

N/A

Asking Price:

€600 000 – 800 000

Investment Type:

100% buyout or seeking growth capital

BUSINESSES WANTED

Medical Equipment Producers

Manufacturers of medical accessories, dental supplies, medical equipment, etc.

Pharmaceutical Companies and Medical Clinics

Non-tradable goods sectors

For further information please visit our website or contact us directly:

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