SORTIS INVEST

Tel.: +359 2 943 90 70
Fax: +359 2 943 90 71
e-mail: invest@sortis.bg
49 Madrid Blvd., fl.1
Sofia 1505, Bulgaria

Investment Opportunity

Biomass Heating Systems Manufacturer

Blind Teaser / 21 May 2012

A holding company focused on developing, manufacturing and selling of biomass heating equipment: boiler systems and pelletizing machines. Additional activities include production of biomass fuels and engineering services. The Company possesses proprietary know how and exports to many European countries. Based in an EU member state in South-Eastern Europe. Seeking financial or strategic partner to support further international growth.

2010 Revenue: €8 mln

Business Overview

- The Holding operates several business lines centered around biomass heating:
  - Manufacturing of biomass boiler systems and components for home and industrial applications
  - Manufacturing of pelletizing machines for biomass pellets and wood chippers
  - Engineering services for complete biomass heating and other HVAC solutions
  - Production of biomass fuels (pellets, chips, etc.)
  - Distribution of biomass heating equipment from leading international manufacturers
- Strong internal R&D capacity, patents
- Company's biomass boilers compete successfully on the EU market with the leading European manufacturers in the sector
- Company's boiler sales doubled in 2010; even higher growth expected in 2011
- Rising international demand for biomass heating systems as a renewable energy solution and strong long-term prospects
- Favorable legislation encouraging the use of biomass energy across the EU

Investment Proposal

- The Company is interested in teaming up with a financial or strategic partner who could support the growth of the biomass boilers manufacturing division and the expansion to additional international markets

For more information regarding this investment opportunity, please contact Dimcho Dimitrov, Investment Banking Associate, at dimitrov@sortis.bg or Martin Paev, General Manager, at paev@sortis.bg, or call SORTIS Invest at +359 2 943 90 70.