



Building a better working world

EY Romania Credentials

EY Romania selected M&A credentials

 <p>has acquired</p>  <ul style="list-style-type: none"> ▶ Lead buy side advisor ▶ Financial, Tax and Technical DD <p>2020 </p>	 <p>bid to acquire</p>  <ul style="list-style-type: none"> ▶ Lead buy side advisor ▶ Acquisition finance ▶ Commercial, Financial, Tax and Technical DD <p>2020 </p>	 <p>Romania has been acquired by</p>  <ul style="list-style-type: none"> ▶ Lead financial advisor <p>2020 </p>	 <p>have been acquired by</p>  <ul style="list-style-type: none"> ▶ Lead sell side advisor ▶ Dividend recap assistance <p>2019 </p>	 <p>has acquired</p>  <p>a  portfolio company</p> <ul style="list-style-type: none"> ▶ Lead buy-side advisor ▶ Financial and Tax Due Diligence, Tax Structuring <p>2019 </p>
 <p>has acquired</p>  <ul style="list-style-type: none"> ▶ Lead buy side advisor <p>2018 </p>	 <p>have been acquired by</p>  <ul style="list-style-type: none"> ▶ Lead sell side advisor <p>2018 </p>	 <p>has been acquired by</p>  <ul style="list-style-type: none"> ▶ Lead sell side advisor <p>2018 </p>	 <p>has been acquired by</p>  <ul style="list-style-type: none"> ▶ Lead sell side advisor <p>2017 </p>	 <p>has been acquired by</p>  <p>a  portfolio company</p> <ul style="list-style-type: none"> ▶ Lead sell side advisor <p>2017 </p>

EY Romania selected Valuation, Modelling & Economics credentials

Credentials and experience - our team includes internationally and locally accredited valuers, financial experts and accountants such as chartered financial analysts, certified public accountants and accredited business appraisers. Our transaction knowledge, research capabilities and professional experience enable us to provide you with independent, reliable valuations.

Integrated approach - as part of EY's SaT practice, we take an integrated approach to valuation. We consider your current business, financial and tax environments in delivering services that suit your needs.

Industry focus - we understand the value drivers of your industry through a combination of our industry focus hands-on experience and research capabilities.

Global reach - as part of EY's Valuation, Modelling & Economics professionals, we will work with you wherever your business takes you.

Responsiveness - we understand your need for timely, quality advice. We respond quickly, delivering valuations and fairness opinions that help you make important decisions in a timely manner.

Our clients gain a vital advantage: the ability to call on strong local expertise, right across the globe. It is this global capability that sets us apart from our competitors. As well as giving us greater awareness of country specific issues, it also enables us to mobilize valuation or industry expertise wherever and whenever it is needed.

 <p>Valuation service for eight companies (one bank and 3 non-banking financial institutions) for financial reporting</p> <p>2010 - 2020</p> 	 <p>PPA - Purchase Price Allocation in relation to the acquisition of Optical Network and Optiplaza, respectively.</p> <p>2020</p> 	 <p>Valuation of NPLs portfolio</p> <p>2020</p> 	 <p>Recurring sector analysis (2016 - 2020)</p> <p>2020</p> 	 <p>PPA - Purchase Price Allocation in relation with the acquisition of Leumi Bank by First Bank</p> <p>2019</p> 
 <p>Fairness Opinion in relation to a Debt-to-Equity Conversion</p> <p>2018</p> 	 <p>Business modeling services for oil retailer performance improvement process</p> <p>2018</p> 	 <p>Valuation of 100% equity of UniCredit Bank SA for internal purpose</p> <p>2018</p> 	 <p>Analysis of scenarios for energy supply and assistance for related financial modelling</p> <p>2018</p> 	 <p>Weighted Average Cost of Capital (WACC) range for gas distribution and supply regulated activities and electricity market</p> <p>2017 - 2018</p> 

EY Romania selected Transaction Diligence credentials

 <p>have acquired</p> <p>Floreasca Park</p>  <p>Financial due diligence services</p> <p>2020</p> 	 <p>has acquired</p>  <p>Financial and tax due diligence services</p> <p>2020</p> 	 <p>has acquired</p>  <p>Financial and tax due diligence services</p> <p>2020</p> 	 <p>has acquired</p>  <p>Financial and tax due diligence services</p> <p>2020</p> 	 <p>has acquired</p>  <p>Financial and tax due diligence services</p> <p>2020</p> 
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EY Romania selected Transaction Diligence credentials

 <p>has acquired</p>  <p>▶ Financial and tax buy-side due diligence</p> <p>2020 </p>	 <p>has sold 54% of its fixed division to</p>  <p>▶ Financial and tax sell-side due diligence</p> <p>2020 </p>	 <p>has sold its CEE business to</p>  <p>▶ Financial, actuarial and tax vendor due diligence</p> <p>2020 </p>	 <p>has invested in</p>  <p>▶ Financial and tax buy-side due diligence</p> <p>2020 </p>	 <p>have acquired</p>  <p>▶ Financial and tax buy-side due diligence</p> <p>2020 </p>
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EY Romania's Transaction Diligence team has been involved in more than 350 due diligence assignments on both buy-side and sell-side, in many industries: **retail & consumer products, real estate & construction, power & utilities, banking and financial services, industrial products, healthcare & pharmaceutical, technology & communication, professional services.**

The team has extensive experience in advising clients in various industries in Sale Purchase Agreement assistance: **price adjustment mechanisms, working capital and net debt, representations and warranties clauses related to financial matters.**

We offer a unique proposition in the transaction diligence marketplace, through the introduction of data analysis and visualization tools, mostly for in-depth performance and key business drivers analysis.

We use the latest data visualization software to create a custom solution for each project, which enables insight from greater breadth and depth of analysis

The use of visualization tools enables real-time collaboration with our clients and acquired companies and interactive interrogation of data trends. Following the transaction closing, the solution may be used by acquired company's management for **day-to-day monitoring.**

The Transaction Diligence team was also involved in dispute resolutions related to privatization contracts mainly in the energy sector and restructuring and independent business reviews for banks and industry players in various sectors.

EY Romania selected Capital & Debt Advisory credentials

 <p>EUR 460,000,000</p> <p>▶ Lead financial advisor for Amend & Extend Transaction</p> <p>2020 </p>	 <p>RON billion +</p> <p>▶ Market sounding for financing the acquisition of CEZ Group Romania</p> <p>2020 </p>	 <p>up to EUR 200,000,000</p> <p>▶ Market sounding for (re)financing</p> <p>2020 </p>	<p>Confidential nutraceuticals company</p> <p>EUR 20,000,000</p> <p>ONGOING</p> <p>▶ Lead financial advisor ▶ Acquisition Finance</p> <p>2020 </p>	<p>Hydroponic Tomatoes Greenhouse</p> <p>EUR 26,000,000</p> <p>ONGOING</p> <p>▶ Lead financial advisor ▶ Project Finance</p> <p>2019 </p>
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 <p>EUR 22,750,000</p> <p>▶ Lead financial advisor ▶ Dividend recap & general corporate financing</p> <p>2019 </p>	 <p>EUR 37,700,000</p> <p>▶ Lead financial advisor ▶ Market sounding for refinancing</p> <p>2019 </p>	 <p>EUR 55,000,000</p> <p>▶ Lead financial advisor ▶ Club loan: Investment</p> <p>2017 </p>	 <p>RON 260,000,000</p> <p>▶ Lead financial advisor ▶ Club loan: Debt re-arranging</p> <p>2016 </p>	 <p>EUR 17,500,000</p> <p>▶ Lead financial advisor ▶ Refinancing</p> <p>2016 </p>
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EY's Strategy and Transaction Services wins



EY's Strategy and Transaction Services wins **European Mid-Market M&A Financial Adviser of the Year in 2020**

EY's Strategy and Transaction Services wins **Accountancy Firm of the Year in Europe** including 2018, for the eight time in nine years.



Consultants of the Year to the Private Sector in 2019

EY delivered transaction advisory services to 92% of Private Equity International's top 25 global private equity firms



No. 1 Financial Advisor by Deal Count in 2020

EY has been named the No. 1 financial advisor by deal count in the Inframation & SparkSpread 2020 project finance league tables



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EY SaT is represented in over **20 countries** across Central, Eastern and Southeastern Europe & Central Asia with 1.200 **SaT professionals**.

The awards recognize EY's preeminence in Europe and it also caps an outstanding performance for EY SaT in CSE.

SaT is recognized for developing trusted relationships with executives by delivering high-quality and exceptional client service at all times - driven by EY's purpose to build a better working world.