

Crisis time in CEE ? Concrete Projects and Success Stories

Introductory Statement
Horst Ebhardt, Wolf Theiss

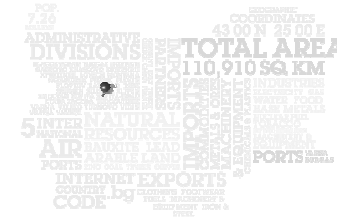
9 November 2009

The past and today

- The CEE/SEE regions and Austria
- Emergence and continuing opportunity
- Investor sentiment today - the law firm perspective

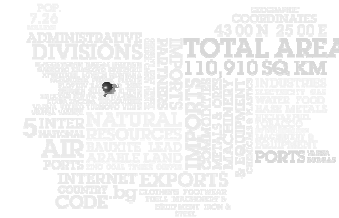
Examples of local and regional success stories

Bulgaria (1/2)



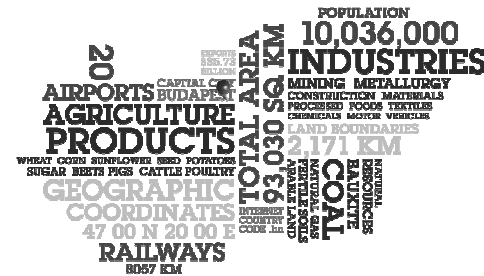
- The new Government 'GERB' is the first since the transition that is not in a coalition and which has over 60% popular support.
- Strong cabinet including two World Bank economists.
- Clear change in policy
 - (a) bring Bulgaria closer to the US and its EU partners
 - (b) take steps to tackle corruption
 - (c) push forward with major infrastructure projects.

Bulgaria (2/2)



- The banking system has been stable; the currency peg is solid.
- Significant new investment by, amongst others, AES which has built an 80MW wind facility.
- Wolf Theiss has advised Bulgarian clients on over Euro 500m of corporate M&A in Bulgaria, including recent sale of Cabletel to EQT, and acquisitions in the media and defense industries.
- We have also acted on behalf and assisted Bulgarian clients in expanding into new markets.

Hungary



- LitraCon has created light transmitting concrete, a recent invention of a young Hungarian engineer, that has secured patent protection.
- Interware, a mid-sized privately owned telecom company, has been recognized by its inclusion in the 2006 list of 500 Fastest Growing Companies in Europe, by Europe's 500 and the Technology Fast 50 list by Deloitte in 2007. The Company was selected as a Business Superbrand and Company of the Year by the Hungarian Venture Capital Association in 2008.

Albania



- Albania will probably be the only country in SEE with a positive GDP growth rate in 2009.
- The Albanian Electricity Distributor (AED) was recently acquired by CEZ, the Czech energy giant, out of privatisation and CEZ continues to invest significant funds into the upgrade of AED.
- Key elements of success are the constant local demand in major industries, like energy, construction, telecom and banking as well as very prudent policies in terms of public finances.

Austria and CEE/SEE regions

- Futurelab, a medical chemical diagnostic laboratory group with operations, i.a., in Austria, Czech Republic, Slovakia and Romania.
- The business has demonstrated continuous growth despite the economic crises.
- In August, the group was sold to BC Partners in one of the few large private equity deals in Europe. The deal was evidence that financial investors continue to believe in growth opportunities in the region.

www.wolftheiss.com/localknowledge/

Thank you !