

# Corporate INTL

corporate international

## EuréseaU

Creating a global horizon



Primerus



UHY International

October 2009

WWW.CORP-INTL.COM

Corporate INTL Magazine  
can now be read in its entirety online  
Please visit [www.emag.corp-intl.com](http://www.emag.corp-intl.com) for  
more information on our FREE e-mag

# GED acquires 60% stake in Total EuroBusiness

GED Iberian Private Equity, S.A.U. (SGEGR), a Spain-based private equity firm, has acquired a 60% stake in SC Total EuroBusiness SA (TEB), a Romania-based provider of services in areas of cogeneration projects, for \$ 6 million via a capital increase.

TEB posted turnover of 7 million last year, and aims at raising sales by 20% in 2009 and at doubling revenues in 2010, by consolidating its presence in high-demand market segments.

GED decided to enter this agreement due to the current need for efficient energy use and the privileged position TEB is enjoying in Romania. All estimates indicate a high growth potential of energy companies in Eastern Europe and Romania particularly, due to high energy costs following structural poor efficiency in production, networks, etc. and the

EU's commitment to support energy efficiency projects in Romania.

Madalina Paisa and Gabriela Anton, partners of law firm Vilau & Mitel SCA, advised GED on all the stages of the transaction, including the legal due diligence review, drafting and negotiating the transaction documentation, during closing for the fulfilment of the conditions precedent (including for obtaining the clearance of the Competition Council regarding the transaction).

Commenting on the deal Ms Anton said: "The transaction was negotiated as a fair deal for both sides, as the sellers were interested in obtaining the help of a private equity investor for the development of the business, while GED was exploring good opportunities to invest in these times of crisis."

## GED acquires Total Eurobusiness

Equity:



Legal due diligence and Contract:



Financial due diligence:

