

**19/10/2009 IS Private Equity plans to make acquisitions through its portfolio companies, CEO says**  
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**Story** IS Private Equity, the Turkish private equity company owned by IS Bank, is looking to make acquisitions in the MENA region through its portfolio companies, IS Private Equity's CEO, Murat Ozgen said.

The stake size that the companies would be looking for would be at least 50%, he said.

One of IS's portfolio companies, Ode, a leading player in the Turkish insulation industry would be open to joint ventures and partnerships as well as acquisitions, Ozgen said. "We would be interested in all opportunities in the construction materials sector."

Ode achieved revenues of USD 50m in 2008, a second company source said.

Recently Raed Al-Mudaiheem managing director of Saudi Arabian building materials company Al Muhaidib told this news service it was looking for joint ventures and partnerships in the Middle East. When asked if Al Muhaidib would be of interest to Ode, Ozgen replied: "Sure, we can take a look."

Ode has six production plants and following IS' USD 5m investment in July 2007, its glass wool manufacturing facility started production in 2008. IS holds a 17.24% stake in the company.

An acquisition of a system integrator in MENA would also be considered through IS' platform company, Probil, Ozgen said. IS has invested USD 3.18m in the company and has a 10% stake.

For 2008, the company's revenues reached USD 100m, the second company source said, adding that it is the largest system integrator in Turkey.

The pharmaceutical company, Frik Ilac, would also be interested in expanding across MENA, Ozgen said. Frik produces generic drugs and between 2005 and 2007 was Turkey's fastest growing pharmaceutical company with 57.3% CAGR, according to Frik's website. IS invested USD 13.3m in December last year and holds a 17% stake in the company. For 2008, revenues reached USD 63m, the second company source said.

IS Private Equity hopes to exit from two investments in the coming months but Ozgen did not say which companies they would be or whether they would be trade sales or IPOs.

There are three other companies in IS Private Equity's investment portfolio. Turkmed is a dialysis services company in which IS took a 25.78% stake in December 2007; Orthopro, in which IS took a 29.5% holding in December 2007, offers services to the orthopedic surgery company; and ITD which provides business solutions in the area of payment systems and complementary technologies. IS took a 34.98% stake in the company in December 2002 and March 2004, according to website information.

Ozgen said that between 2002 and 2008 IS Private Equity invested USD 300m in debt and equity in acquiring portfolio companies and USD 61m in equity alone.

**Source** mergermarket

**Value** EUR 201m (amount invested between 2005 and 2008)

**Stake Value** more than 30% inclusive

<b>Target</b>	Al Muhaidib Building Materials Co.	<b>DS</b>
<b>Bidder</b>	Ode Yalitim	<b>DS</b>
<b>Other</b>	Is Girisim Sermayesi Yatirim Ortakligi	
<b>Other</b>	YAAO Iletisim Teknolojileri	
<b>Other</b>	Ortopro Tibbi Aletler Sanayi Ve Ticaret A.S.	
<b>Other</b>	Turkmed Diyaliz ve Bobrek Sagligi Kurumlari	

<b>Bidder</b>	Frik Ilac	<b>DS</b>
<b>Other</b>	Is Girisim Sermayesi Yatirim Ortakligi	

<b>Bidder</b>	Probil AS	<b>DS</b>
<b>Other</b>	Is Girisim Sermayesi Yatirim Ortakligi	

<b>Sectors</b>	Financial Services
<b>SubSectors</b>	Venture Capital/Private Equity
<b>Topics</b>	Joint Ventures/Partnerships
<b>Intel Type</b>	Bolt on/Opportunistic Cross Border Private equity related
<b>Countries</b>	Kuwait Oman Saudi Arabia Turkey United Arab Emirates
<b>Intel. Grade</b>	Confirmed
<b>Intelligence ID</b>	879623