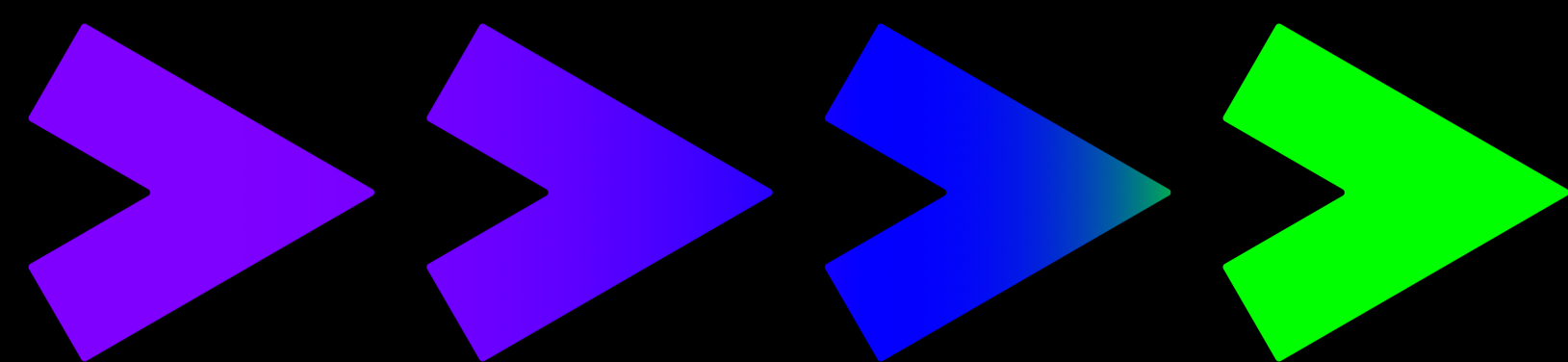




Agista
parte a Impetum Group



WHO WE ARE

THE VISION

WHY AGISTA

BUSINESS MODEL

INVESTMENT TIMELINE

BUSINESS TRANSACTION TIMELINE

PORTFOLIO

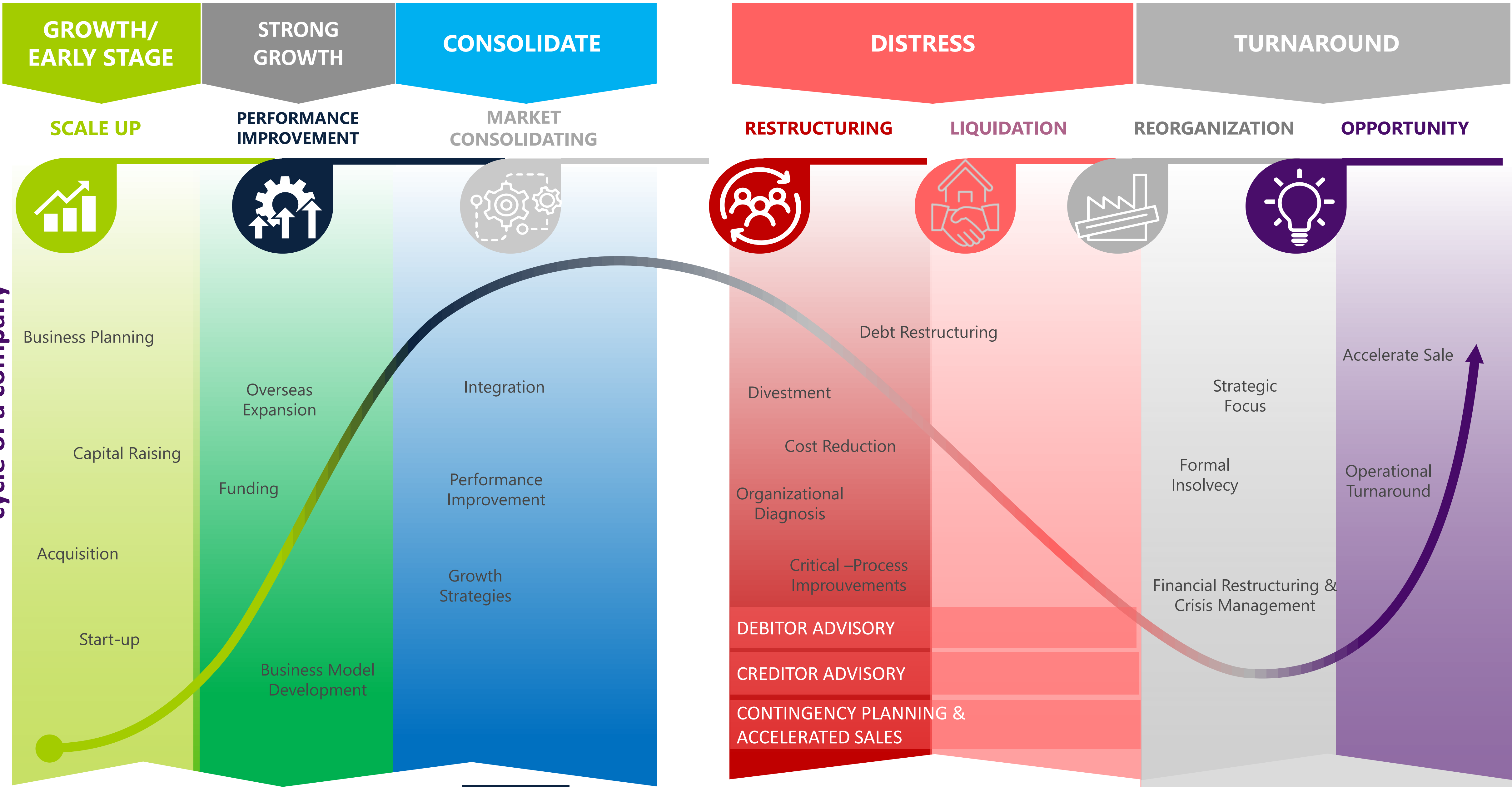
BUSINESS CASE

MANAGEMENT TEAM

INVESTMENT TEAM

Who we are

Impetum is involved in all stages of the life cycle of a company



OPPORTUNITY

Who we are



Launched in 2022 by Impetum Group, Agista complements the existing investing solutions offered by the Group, addressing the entrepreneurs needs to expand their businesses.



- Agista Investments SA is a Private Equity Alternative Investment Fund investing in both SMEs and PRE-IPO companies in Romania and is managed by Agista Management SRL (registered by the Romanian Financial Supervisory Authority – licence no. 03/10.03.2022).

- **Total Fund Size: €20 million to be fully invested by end 2023;**

- Type: Evergreen, closed fund.

- Investment Focus and Strategy: the Fund aims to generate superior long term returns by accumulating exposure to a properly selected portfolio of 5-10 growth companies.

- **Investment Tickets: € 1 -5 million, minority stakes;**

- Team: 5 investment professionals with strong experience across a wide range of investments, with transactional and operational skills boosted by the knowledge and expertise of Impetum Management.



The vision

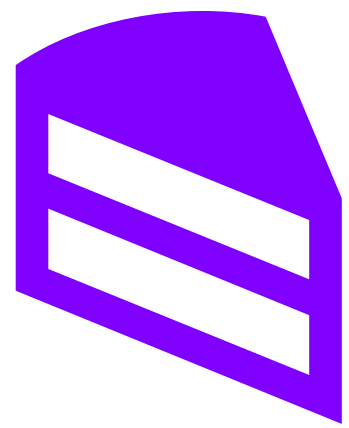


Agista is a **growth equity fund** with a **focus on both SMEs and listed companies** that have growth in the field in which they operate and **seek to accelerate its scaling nationally and internationally.**

Agista, through capital and customized solutions, is the **main partner option for local entrepreneurs** aiming for an accelerated growth of their company and their brands.

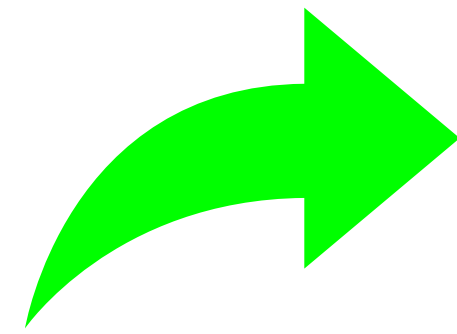
Why Agista

Agista is **main partner option for local entrepreneurs** aiming for an accelerated growth of their company and their brands



Attractive asset class

Exposure to SMEs with proven business model and clear expansion plans, that have the following three features: proper market, proven product and internal scaling capability.



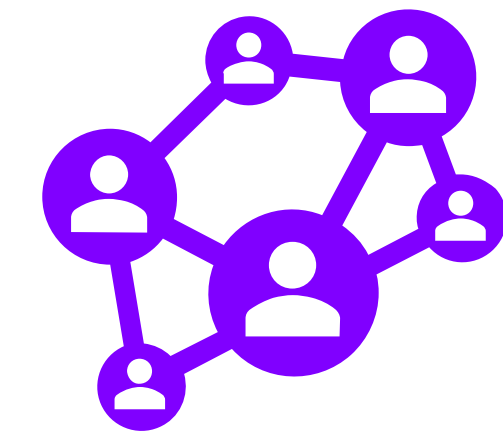
Envisaged Return

The Investment Team envisages delivering compounded annual returns above market returns over a five years period.



Anchor investor

We like to have an active, high conviction approach, investing in companies where we can become an anchor investor and assist the company in delivering the proper outcome.



Community

The Impetum extensive business community comprises a network of over 100 companies, present in different industries and sectors, and a deal flow seeking private / pre-IPO funding.

Business Model

We are

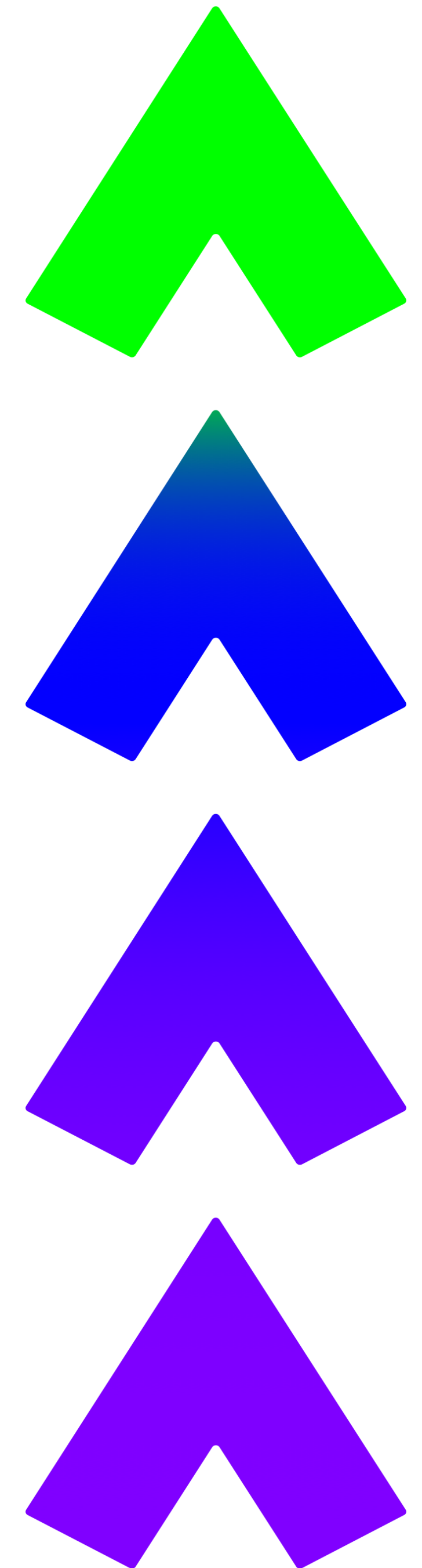
a **growth equity fund** with **focus on those companies**, private and listed, **that have demonstrated sustained growth in their niche**, with limited resources, **and are looking to accelerate their scaling nationally and internationally.**

We invest

- **minority tickets** between 1 and 5 million euros,
- applying a **medium and long-term strategy**
- centered on **strong partnerships with management teams.**

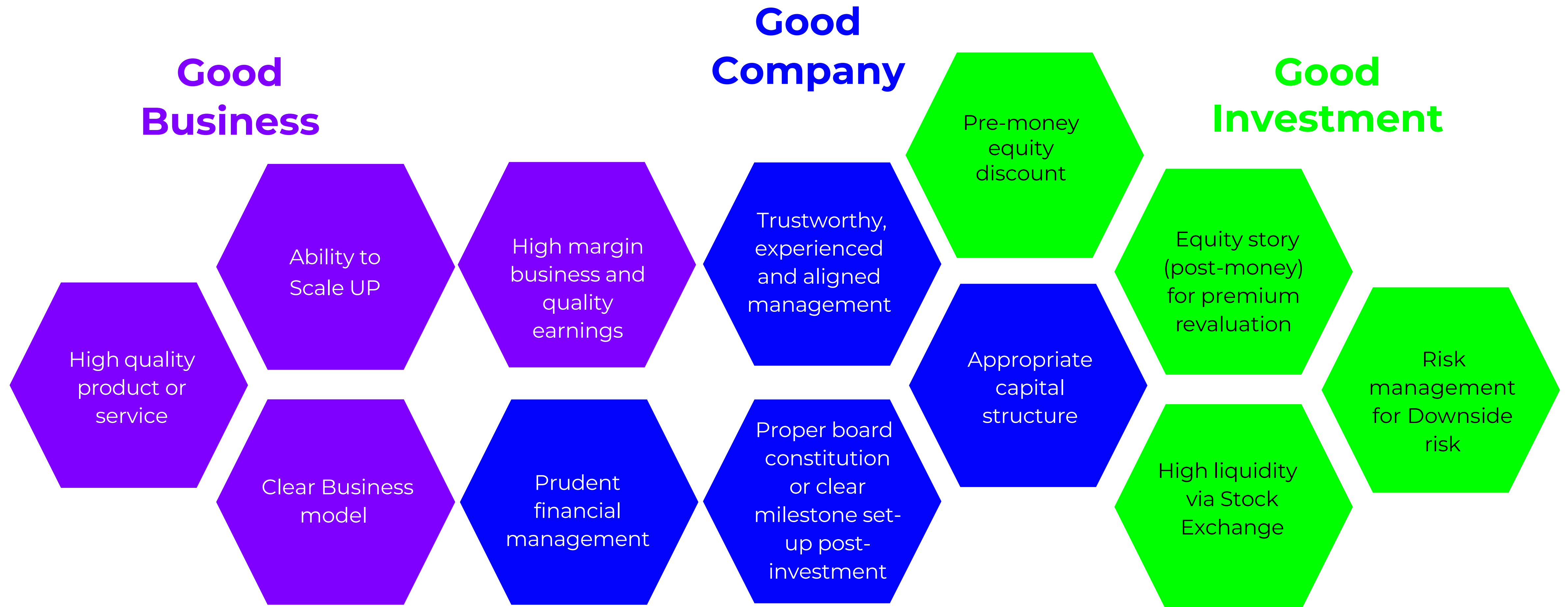
We approach

flexibly, we understand that there is no one-size-fits-all solution, and we **actively engage through concrete customized solutions**, starting from the sector profile, the growth stage and the strategic needs of the company.

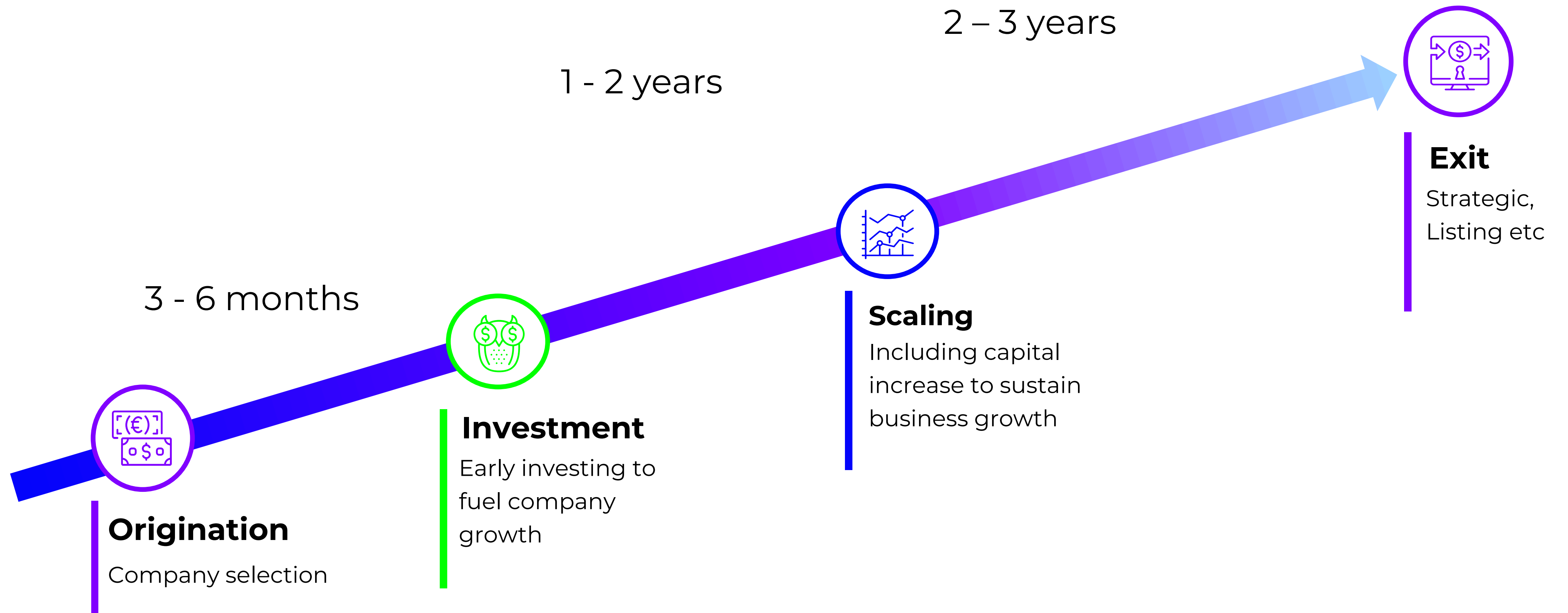


Our Investment Approach

What we look for?



Investment timeline



Portfolio

LISTED

bittnet
group

Bittnet Group
-IT&C-

LISTED

Softbinator
TECHNOLOGIES

Softbinator
Technologies
-IT&C-

LISTED



Chromosome
Dynamics
-AGRITECH-

LISTED

AROBS
Transilvania Software

Arobs Transilvania
Software
-IT&C-

UNLISTED

dendrix
Your journey. Upgraded.

Softbinator
Technologies
-IT&C-

UNLISTED

EPLUS
energie cu ceva in plus

Eplus Group
-Energy services-

UNLISTED



Global Resolutions
Experts
-IT&C-

UNLISTED

TOPTECH

TopTech
-IT&C-

Case Study



About BITTNET:

Bittnet is an IT&C service integrator and leader on the IT training market in Romania. The IT training division which accounts for about 20% of revenue addresses the need of professionals from IT departments of Romanian and foreign companies to manage their IT infrastructure. The IT Solutions integration division addresses the need of companies to have functional, dependable, resilient IT infrastructures and support them in their business.

Investment Rationale:

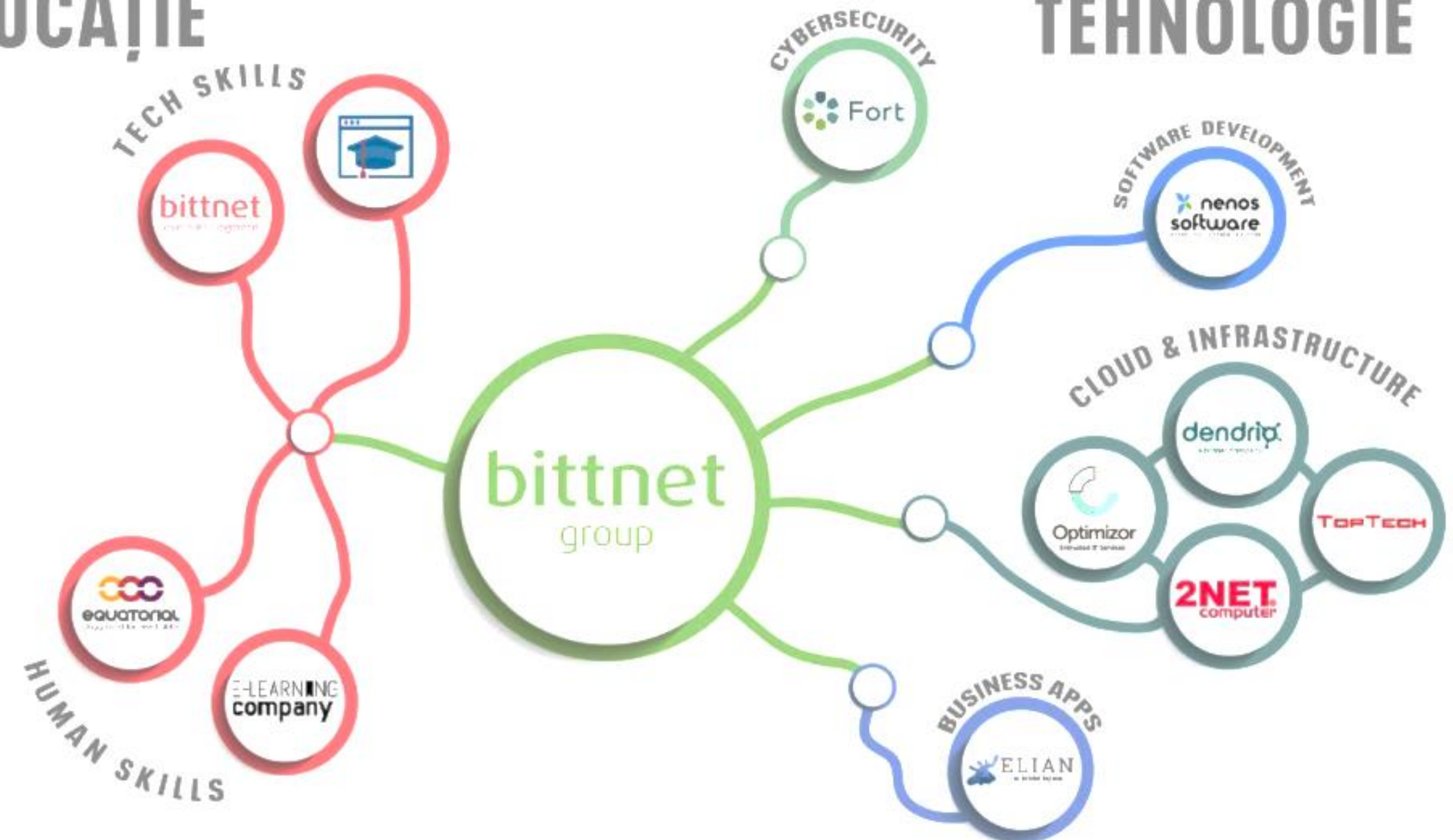
Bittnet ticks most of the boxes of our investment checklist:

- Fast growing industry that offers services and products that will still be needed in the market 10-20 years from now,
- Well established player at the top of the market, both in the training division and in the technology division,
- Products and services that we can understand,
- Outstanding management team, with skin in the game, that not only knows how to run a business, but also knows how to allocate capital,
- Strong balance sheet,
- Good price in comparison with the expected future results;

Management has accomplished its objectives, year after year, growing revenues at a 40% average rate per year. While we expect growth to be double digits going forward, we also expect that the company will increase its profitability margins as its bigger size grants economies of scale. We also expect management to reach its target of RON 500m in revenues in 2024;

We believe that the market does not recognize the real potential value of BNET, probably because of its complicated organizational structure, its focus on growing revenues and its lack of focus so far on growing profitability;

EDUCAȚIE



Management Team



Nicolae Kovacs

Chairman & CEO

An entrepreneur with extensive experience in private equity and M&A, Nick has over 14 years of experience in deal making, banking and real estate, including 7 years in investment management.

Passionate about the capital market and its mechanisms, he aims to contribute through Agista to the development of the Romanian capital market culture and to offer Romanian businesses the opportunity to grow. Nick is guided by the principle of letting the results speak for themselves.



Anca Manițiu

Board Member

With more than 15 years of activity in banking & finance, along with academic training, Anca has great financial management and risk management capabilities.

Her banking experience is enhanced by 3 years spent on the capital market and 2 years as COO and member of the board of ROCA Investments, where she supervised the portfolio companies' operations. Anca is currently the CFO of Impetum.



Andrei Cionca

Board Member

Visionary entrepreneur, Andrei anticipated the needs of the Romanian business environment and set new standards of business success as the founder of all Impetum Group companies: CITR, ROCA and ROCA X.

Over 20 years of business experience and substantial contribution to the development of the Romanian entrepreneurial ecosystem have brought him the community recognition, ranking in the top 10 most successful young CEOs in Romania, top 100 Romanian businessmen, # 1 crisis manager and one of the opinion leaders of his generation.

Investment Team



Aurel Podariu
Senior Investment Manager

Aurel has 15 years of experience within the companies in Impetum Group and CITR, being a specialist in management and consulting for companies in difficulty, in business reorganization, in team management and in building partnerships with entrepreneurs.

Beyond his background, Aurel has also activated in investment consulting, collaborating with teams of specialists in Impetum Group ecosystem to select companies with investment potential.



Dragoș Dărăbuț
Senior Investment Manager

Dragoș has over 14 years of experience in evaluating companies, making investment decisions and consulting on M&A projects.

He started in the capital market as an analyst and fund manager, and later moved to investment banking, where he helped clients with capital raising, company acquisitions, or sales of minority or majority stakes.



Otilia Movila
Investment Analyst

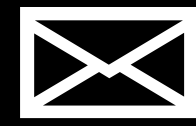
With a diversified experience of over 6 years, Otilia actively contributes to the investment decision-making process. She worked for more than 4 years as financial auditor in a Big4 company in Romania, where she gained a wealth of experience in various industries and analyzed several business models.

Later, Otilia decided to pursue as financial analyst in M&A and capital market, position from which she participated in the closing of some domestic and international transactions.

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