

# SALE OF THE TUNISIAN STATE STAKE HELD IN THE COMPANY

## PLASTICS TECHNOLOGY S.A



**Plastec**  
PLASTICS TECHNOLOGY S.A.

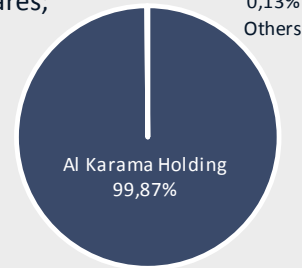
April 2017

## COMPANY OVERVIEW

- Plastics Technology S.A is a private company created in 1990 which is specialized in plastic injection ;
- The share capital of Plastics Technology S.A amounts to 3.024 million dinars ;
- The company office and plant are located in the industrial area of Ben Arous, in the suburbs of Tunis within 15 kilometres from Tunis-Carthage Airport and 5 kilometres from Rades Port;
- The company employs between forty and fifty people.
- In 2016, the company achieved a turnover of around 10 million dinars.

## SHAREHOLDERS

- After the 2011 political change, the company was confiscated by the Tunisian State (Decree-Law 2011-13) and sold to Al Karama Holding, the public investment vehicle in charge of the disposal of the confiscated assets of former president Ben Ali and his relatives.
- Today, Al Karama Holding holds 99,87% of the company shares;



## PRODUCTS & REFERENCES

Product Portfolio	Products	Clients
PLASTEC industry	<p>Pallets Beverage plastic crates Industrial crates</p>	
PLASTEC agriculture	<p>Agricultural crates Seed alveolar trays Fish crates</p>	
PLASTEC environment	<p>Waste container 120 L Waste container 360 L (New product)</p>	

Source : <http://www.plastec.com.tn/references/>

## PLANT AND MACHINES

- The factory size(Built area) is around 2500 sqm.
- The plant is equipped with European machines produced by the world's leading manufacturers in the plastic industry.



## LAND ASSETS

- Plastics Technology S.A holds several lands:
  - Four plots in the Cap Bon region, very well located (Next to an industrial area and close to a ring road) which form a large land (The entire surface exceeds three hectares).
  - A 5000+ sqm land close to La Marsa (North suburb of Tunis) in an emerging urban area.
- These land assets could be used for the company development (organic or external growth) and/or to finance its investments ;

## COMPANY MANAGEMENT

- Plastics Technology S.A is led by a three-person team with complementary know-how and more than sixty-year combined experience in the industry. M. Adel BOUZIRI is the company CEO.

CEO	CCO	COO
<b>M. Adel BOUZIRI</b> Chairman and CEO (since 2008) Engineer 25+ years experience in international groups in the plastic industry, the electric industry as the CEO of Philips-Tunisia, the electronic industry (SAGEM) and in the automotive industry (UTA acquired by LEAR)	<b>M. Mohamed JAZIRI</b> Chief Commercial Officer Engineer 25+ years experience in national and international groups in the plastic industry, the mechanical industry (AMS, GIF), the electric industry (Philips, GIE) and in the automotive industry (SOCOS)	<b>M. Kamel JAHHA</b> Chief Operation Officer Engineer 22+ years experience in international groups in the plastic industry, the electric industry (Philips), the electronic industry (ASTEEL, CASCO) and in the automotive industry (UTA acquired by LEAR)

## KEY FIGURES

	Revenues	Gross Margin	EBITDA
2016 *	9.926 MDT	2.909 MDT	1.686 MDT
2015	+0,6% 9.867 MDT	+3,8% 2.803 MDT	+4,2% 1.618 MDT
2014	+60% 6.153 MDT	+71% 1.640 MDT	+171% 0.596 MDT

\* : Expected ; Source:Plastics Technology S.A

## PROPOSED TRANSACTION AND PROCESS

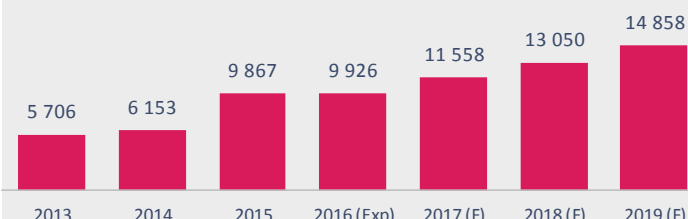
- Al Karama Holding decided to proceed to the disposal of its majority stake (99,87%) in the company to a strategic or a financial investor (the "Transaction).
- A call for expressions of interest (CEI) is launched in order to select investors would be interested in acquiring the company.
- Investors interested by this opportunity are invited to withdraw a pre-qualification document and to participate to the pre-qualification phase as detailed in the CEI available on the website of IEG-Corporate Advisory (<http://ieg-banking.com/en>), Mazars Tunisia (<http://www.tn.mazars.com>) or the website of Al Karama Holding ([www.alkaramaholding.com](http://www.alkaramaholding.com)).
- For any further information, interested investors are invited to contact IEG-Mazars Consortium, the exclusive advisor of Al Karama Holding for the Transaction

## COMPANY STRENGTHS AND OPPORTUNITIES

- A technical know-how not only in the plastic injection but also in the product design and in the moulds specification (Total Product Documentation).
- A proven innovation capacity with certified products by independent accredited laboratories.
- A set of European-made equipment and injection machines, especially with mid and high tonnage, in a very good condition
- A proven expertise and a high growth segments positioning
- A high value land assets which would ease the financing of organic or external growth.

## COMPANY PERSPECTIVES

- Plastics Technology S.A growth exceeded 60% in 2015 and was confirmed in 2016.
- A "Stand Alone" growth strategy, based on technical products with high added-value, was adopted by the management and is being executed. The objective is to achieve a 45% growth by the end of 2019 (in three years).
- Capacity-enhancing investments would allow the company to benefit from the plastic high growth market, especially the pallets segment;



## IEG CONTACTS



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