



INVESTMENT OPPORTUNITY

HYB D.O.O.

**HIGH-TECH COMPANY IN INDUSTRIAL EQUIPMENT, MEDICINE
AND VEHICLE SEGMENT**

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INVESTMENT OPPORTUNITY

With the transfer of assets in 2014 from Slovenian banks, the Bank Asset Management Company ("BAMC") became a major creditor of the company Hyb d.o.o. ("Company"), a Slovenian producer of thick-film hybrid circuits, pressure sensors and electronics for various applications in medicine, industrial equipment and vehicles. At this point BAMC is considering selling its collateralised loan exposure in the company in the amount of EUR 2 million. Due to ongoing financial restructuring the ownership structure and debt will change in the future according to the measures determined in Slovenian Insolvency Law.

The Company offers the following key investment opportunities:

1. Company has four decades of internationally recognized experience in the research and development of thick-film hybrid circuits, pressure sensors and electronics for various applications in medicine, industrial equipment and vehicles. Company provides a full range of services covering the entire process from development to batch production in order to create custom-made products based on anticipating the needs of customers, experience in selling the products and development and manufacturing

for known customers.

2. Company develops new products and produces products for individual customers and also under own brand.

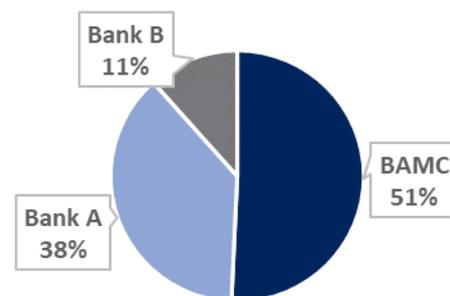


OWNERSHIP

OWNER	OWNERSHIP IN %
Novoline d.o.o.	95,7
IN.Medica d.o.o.	4,3
	100.00

Source: GVIN

FINANCIAL DEBT STRUCTURE



Source: BAMC records per 31.12.2020

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COMPANY PROFILE

HYB d.o.o. was founded on March 28, 1991 and is a high-tech company with more than forty years of tradition in the development and production of special products for various applications in medicine, industrial appliances and in vehicles. The company is located in the industrial zone of Šentjernej. The business of the company is divided into three segments, namely the program of industrial sensors, the medi-

cal program and the automotive program. The main activity of the company is the production of various types of sensors.

PRODUCTS AND SERVICES

A brief overview of the products and services is given below:

- Industrial sensors:
 - Customized products,
 - Pressure sensors and switches (Hybysens).
- Medical devices
 - Invasive blood pressure measurement programme (Hybimed),
 - Freehand.
- Automotive segment:
 - Alternator regulators.



Industrial



Medical



Automotive

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LOCATION

1. Slovenia
2. Dolenjska region
3. Šentjernej
4. Levičnikova cesta 34, 8310 Šentjernej



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KEY FINANCIALS OF HYB D.O.O.

000 €	2017	2018	2019	2020
Revenues	3.451	4.375	4.389	6.154
EBITDA	(49)	156	17	402
EBIT	(731)	(763)	(424)	(46)
Net income	(913)	(743)	(523)	(241)
Total assets	5.455	4.688	4.255	4.648
Equity	(44)	593	70	(172)
Debt	4.122	2.928	2.929	2.928
Average no. of employees	57,50	67,67	73,00	78,64
<i>EBITDA margin</i>	-1%	4%	0%	7%
<i>EBIT margin</i>	-21%	-17%	-10%	-1%
<i>Net income margin</i>	-26%	-17%	-12%	-4%
<i>ROA</i>	-17%	-16%	-12%	-5%
<i>ROE</i>	2081%	-125%	-751%	141%
<i>Net debt/EBITDA</i>	-83,42x	18,64x	170,90x	6,60x

Source: GVIN

Disclaimer

This document serves the purpose of introducing potential investors to the above-mentioned process and is based on information available at the date of publication. The analyses and conclusions are of a general nature and do not purport to contain all information that may be required or relevant to the investor's evaluation of the above process and the investor is wholly responsible for conducting its own investigation and analysis. Information about previous performance does not guarantee future performance. The information contained herein has not been independently verified. Neither the seller, the financial advisor nor any of their respective affiliate persons makes any representation, warranty or guarantee of any kind, express or implied, as to the accuracy, completeness or reasonableness of the information contained herein or any other written or oral communication transmitted or made available to any investor.

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