

Iş Investment, has successfully advised Trakya Cam Sanayii A.Ş. (“Trakya Cam”) on the joint venture agreement with HNG Float Glass Ltd., an Indian float glass manufacturer. Iş Investment acted as the sole buy-side advisor. The Share Purchase Agreement has been signed as of 11 January, 2013.



Founded in 1978 and operating under the Şişecam Group, Trakya Cam is the leading float-glass producer in Turkey and in the near geography. Trakya Cam produces basic glass, automotive and other vehicle glass, energy glass and glass for home appliances. The Company serves the construction, automotive, energy, home appliances, furniture and agriculture sectors. With the production capacity it has reached through its 7 float glass lines, Trakya Cam is the 4th largest in Europe and the 6th largest in the world in float glass production. The Company recorded \$751 million net revenues and had 2,768 employees in 2011.



Founded in 2006 to produce float-glass HNG Float Glass Ltd (“HNG”), is a subsidiary of India’s largest container glass packaging company, Hindusthan National Glass & Ind. Ltd (“HNGIL”). HNG has a 600 ton/day production capacity facility, equipped with the latest technology in Halol, Gujarat. HNG is also planning a 900 ton/day production capacity facility to be constructed next to the existing one. With close to 13% market share, HNG is among the top 5 players in India.



With its 10 branches, 2 representative offices and 2 subsidiaries abroad, Iş Investment has a strong and widespread distribution network and as a leader in the secondary market transactions, it has also carried its strength and leadership to public offerings, mergers and acquisitions, private sector & project finance advisory and private equity advisory activities. Since 2000, Iş Investment has closed 96 transactions worth more than \$9 bn and continues to enjoy its leading role in the sector.

HNG is Iş Investment’s 1st successfully signed M&A deal of 2013.