

Iş Investment, has successfully advised Trakya Cam Sanayii A.Ş. (“Trakya Cam”) on its acquisition of 100% shares of Richard Fritz GmbH Holding (“Fritz”) from Quadriga Capital. Iş Investment acted as the sole buy-side advisor. The closing has been realized on May 31st, 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.



Richard Fritz GmbH Holding, with its 55 year history has been producing encapsulated glass for the high segment European automotive industry including Mercedes-Benz, BMW, Porsche, Audi, Volkswagen, Opel, Lamborghini, Land Rover and Jaguar. With manufacturing operations in 4 factories located in Germany, Slovakia and Hungary, Fritz has a turnover that exceeds €150 million. Trakya Cam through this acquisition plans to go through with a financial restructuring to strengthen the Company financially, support it with its own high-quality float and processed glass products and create synergies with Fritz’s encapsulated glass business.



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 100 transactions worth more than \$9 bn and continues to enjoy its leading role in the sector. Prior to this transaction, in 2013 Iş Investment has provided advisory services to Doğuş Çay on its acquisition of Kraft Gıda, to Hakan Plastik on the sale of its majority shares to Georg Fischer and to Trakya Cam on its SPA signing with India’s HNG Float Glass.