

PRESS RELEASE
APRIL 8TH, 2021

SHARES OF THE RAINWATER SYSTEMS MANUFACTURER RAIKO TRANSILVANIA DEBUTED ON BVB'S AeRO MARKET

The rainwater systems manufacturer [Raiko Transilvania](#) listed, on Thursday, April 8th, on Bucharest Stock Exchange's AeRO market. Raiko Transilvania shares will be traded under the symbol [RKOT](#) (ISIN - RON9LAI37W24), on the AeRO market within the Multilateral Trading System (SMT) of the [Bucharest Stock Exchange \(BVB\)](#).

- Radu Hanga, BVB Chairman of the Board:

"The stock market is the place where small companies can accelerate their development, fueling it with the money attracted from investors. The more than 40 bond issues and the 9 newly listed companies in the last almost two and a half years prove that the capital market is the right place to attract financing. The construction materials sector has evolved very well in recent years, on the background of the positive trend of the economic growth rate in Romania and the increase of the incomes of the middle social class, which, implicitly, determined the increase of people's living standards. We are pleased to have as many companies as possible in this industry present on Bucharest Stock Exchange, because by investing in these companies shares, investors invest indirectly in the construction sector".

- Tomasz Kurcin, Founder and Sole Administrator, Raiko Transilvania:

"We are thrilled to be finally listed on Bucharest Stock Exchange and to be the first ever Polish entrepreneurial business that chose the Romanian capital market route. I would like to thank all the investors who believed in our story and who have thus far invested in RKOT shares. We believe that the AeRO market offers to unparalleled advantage that will help us develop our European business at an accelerated pace".

- Ovidiu-George Dumitrescu, CFA, Deputy CEO, [SSIF TradeVille](#):

" On April 8th this year, the wait for Raiko's investors ended, and the company begins its life as a listed company on the AeRO market. We hope that we will all have the opportunity to see how the innovations proposed by this company in the field of roofs and rainwater management systems produce changes both in the financial situation of the company and in the way this industrial sector operates".

The debut to trading was marked by an official opening of the trading session, attended by: Tomasz Kurcin (Founder and Sole Administrator, Raiko Transilvania), Marius Alexe (Significant shareholder, Raiko Transilvania) and Ovidiu-

BUCHAREST STOCK EXCHANGE (BVB) runs markets for shares, bonds and other instruments, through regulated platforms and alternative systems, and provides a wide range of services to participants of financial markets. Bucharest Stock Exchange is a public company, listed on its own market since 2010. The global index provider FTSE Russell announced, in September 2019, the promotion of the Romanian capital market to the Secondary Emerging Market status. As of September 21, 2020, Romania is effectively included in the FTSE Russell indices for Emerging Markets. For more information on the Bucharest Stock Exchange, please refer to WWW.BVB.RO

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Register of Commerce J40/12328/2005
Unique Reg.No. 17777754/2005
Share Capital 80.492.460 LEI
R.N.S.C. Decision No.369/31.01.2006

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George Dumitrescu, CFA (Deputy CEO, TradeVille). The event was broadcast on Bucharest Stock Exchange social media channels ([Facebook](#) and [YouTube](#)).

Prior to listing on AeRO, Raiko Transilvania carried out two private placements (July 2019 and February 2020) through which it attracted almost RON 1.9mn from investors on the capital market, to finance the current activity of the company, the possible expansion of the activity through mergers and marketing activities.

Established in 2014, in Capusu Mare (Cluj County), Raiko Transilvania has as main activity the production of drainage systems and the production, sale and distribution of complete high quality roof systems and photovoltaic roofs. Raiko Transilvania products are present in 22 outlets on 3 continents, of which the most important markets are Sweden, Finland, Lithuania, Latvia, Estonia, Russia, Belarus, Ukraine, the Czech Republic, Romania and Slovakia.

The largest share in the company's revenues is represented by the category "Rainwater drainage systems", with a share of 63% of turnover in 2019, increasing from 57% in 2018. The category "Roofs and accessories" represented 19% of revenues in 2019, down from the level of 35% recorded in 2018. Raiko Transilvania recorded in 2019 a turnover of RON 4.6mn (+ 14% vs. 2018) and a net profit of RON 219,000 (vs. RON 147,000 in 2018).

In 2020H1, the turnover was RON 2.2mn (+31% vs the same period in 2019), and the net profit was RON 83,000 (vs RON 42,000 in the first six months of 2019). The net margin improved from 2.5% to 3.7%.

The company's management estimates that sales will increase to RON 10.3mn in 2021, so that in 2022 it will reach almost RON 13.4mn. At the same time, the net profit is estimated to advance to RON 414,000 in 2021 and, respectively, to RON 539,000 in 2022, given that the net profit margin will remain at 4%.

For the next five years, Raiko Transilvania aims to reach a market share of 10%, the equivalent of a turnover in the segment of stormwater drainage systems of EUR 4mn. In 2019, the company had a market share of 3.25%.

Raiko Transilvania has a share capital of RON 4.1mn, divided into 4.1 million shares, with a nominal value of RON 1/ share. At the beginning of February 2021, Raiko Transilvania's Sole Administrator, Tomasz Kurcin, together with his wife, owned 53.25% of Raiko Transilvania shares. On its own, Tomasz Kurcin holds 18.21% of the shares, and the company Tax & Capital Advisors SRL, owned by Tomasz Kurcin and his wife, holds 35.04% of Raiko Transilvania shares. Another important shareholder of Raiko Transilvania is Marian Marius Alexe, which holds 35.19% of the shares.

[TradeVille](#) assisted both private placements and, at the same time, the company's listing on the AeRO market, as Authorized Consultant. TradeVille will continue to assist Raiko Transilvania for the next 12 months, following the listing, to meet investor reporting and information requirements.

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About [TradeVille](#)

TradeVille is a broker with over 26 years of experience on the Romanian capital market and offers retail clients easy and fast access to the Bucharest Stock Exchange and major international stock exchanges. In 2020, TradeVille brokered over 50% of corporate equity and bond placements with a 100% success rate for companies in various industries. In 2021, TradeVille received the most trophies from the Bucharest Stock Exchange at the stock market performance awards ceremony: The 2020 participant in the retail segment and the Intermediary of entrepreneurial companies at BVB in 2020 in the bond segment.

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