

 Early Warning System

**EBRD-55507**

**DFE - AROBS Transilvania Software**



## Quick Facts

<b>Countries</b>	Romania
<b>Financial Institutions</b>	European Bank for Reconstruction and Development (EBRD)
<b>Status</b>	Approved
<b>Bank Risk Rating</b>	B
<b>Voting Date</b>	2024-07-02
<b>Borrower</b>	AROBS TRANSILVANIA SOFTWARE SA
<b>Sectors</b>	Communications
<b>Investment Amount (USD)</b>	\$ 41.41 million
<b>Project Cost (USD)</b>	\$ 41.41 million



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## Project Description

The proposed transaction entails an equity investment into AROBS Transilvania Software S.A.'s ("AROBS", the "Company") offering of EUR 38.0 million (RON 189.3 million) (the "Project"). The project primarily aims to support the Company's M&A strategy, establish a regional IT services leader, and enhance AROBS' stock liquidity by increasing its free float.



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## Investment Description

- European Bank for Reconstruction and Development (EBRD)



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## Private Actors Description

Founded in 1998, AROBS is one of the leading Romanian technology companies, providing custom software development services for various industries such as automotive, marine, aerospace, healthcare, travel & hospitality, enterprise solutions, fintech and others.

AROBS operates from 11 local offices and 9 international branches (United States, Germany, United Kingdom, Hungary, Moldova, Indonesia, Netherlands, Poland and Belgium). The Company employs over 1,200 FTEs and has thousands of customers across 14+ countries. AROBS generated EUR 86.4 million (RON 427.3 million) in revenues in 2023, of which 70% in Europe, 18% in the United States, 11% in Romania and 1% in Asia & the Middle East.

The Company became publicly listed on the AeRO Market (secondary market) of the Bucharest Stock Exchange in December 2021 and transferred to the Main Market in September 2023. Market capitalization was EUR 161.9 million (RON 805.1 million) as of 12th July 2024, and the Company's pre-offering ownership structure included founder and CEO Voicu Oprean (66%) and Cabrio Investment SRL (9%), while the remainder consisted of Treasury shares (3%) and free float (22%).



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Private Actor 1	Private Actor 1 Role	Private Actor 1 Sector	Relation	Private Actor 2	Private Actor 2 Role	Private Actor 2 Sector
-	-	-	-	AROBS TRANSILVANIA SOFTWARE SA	Client	-

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## Contact Information

No contact information available by the time of the disclosure.

### ACCESS TO INFORMATION

You can request information by emailing: [accessinfo@ebrd.com](mailto:accessinfo@ebrd.com) or by using this electronic form:

<https://www.ebrd.com/eform/information-request>

### ACCOUNTABILITY MECHANISM OF EBRD

The Project Complaint Mechanism (PCM) is the independent complaint mechanism and fact-finding body for people who have been or are likely to be adversely affected by an European Bank for Reconstruction and Development (EBRD)-financed project. If you submit a complaint to the PCM, it may assess compliance with EBRD's own policies and procedures to prevent harm to the environment or communities or it may assist you in resolving the problem that led to the complaint through a dialogue with those implementing the project. Additionally, the PCM has the authority to recommend a project be suspended in the event that harm is imminent.

You can contact the PCM at: [pcm@ebrd.com](mailto:pcm@ebrd.com) or you can submit a complaint online using an online form at:

[http://www.ebrd.com/eform/pcm/complaint\\_form?language=en](http://www.ebrd.com/eform/pcm/complaint_form?language=en)

You can learn more about the PCM and how to file a complaint at: <http://www.ebrd.com/work-with-us/project-finance/project-complaint-mechanism.html>