



utemeljeno 1924.

TVORNICA TEKSTILA TRGOVIŠĆE (TTT)

Top quality supplier for hospitality industry with high growth potential

OVER 95 YEARS OF WEAVING QUALITY

- Company founded in 1924 as a subsidiary of Hermann Pollack's & sons
- Long-standing tradition of developing and producing damask cotton fabrics
- Through constant improvement in quality TTT supplies luxurious hotels and restaurants all over Europe (UK, Germany, Austria, France and Italy) and North America (mainly Canada)
- Key products are table and bed linens
- In 2008 rebranding to current name and move to a new modern production facility



TTT Today

- Owned by Private Equity fund from Croatia
- Company is located 40 km from Zagreb (Croatian capital)
- Modern production facility with warehouse owned by the company
- Vertically integrated manufacturing process (warping, weaving, finishing, sewing and control. Internal Design team with large customisation possibilities
- Internal sales team covering both domestic and foreign markets
- Main product categories assortments: napkins, tablecloths, covers and pillow cases



MARKETS & DISTRIBUTION

- Key markets are European Union, Southeast Europe, Russia and Canada
- 72% of sales is export and 28% domestic (Croatian market)
- Focus on B2B segment with long-term customers (mainly hospitality industry)
- 1 own operated store in Zagreb, Croatia

STRATEGY

- Sales development focused on internationalisation especially US and Nordic countries as well as strengthening presence in DACH area
- Planned further investments in own product development and in production capabilities to further raise productivity and efficiency

FINANCIALS

- Sales in 2018 reached 5.1 Mil. Euro
- EBITDA in 2018 at 11% of sales (0.6 Mil. Euro)
- Equity ratio at 57% (2018)
- Very lean corporate- and company structure (1 company, 83 employees)
- No need for short-term corrective measures (restructuring done in 2017)



FUTURE POTENTIAL

- Company operating in strong growing industries (tourism, hospitality, wellness)
- Current production capacities allow for strong sales growth without capital investments in building and machinery
- Market expansion is first priority through strengthening internal sales team as well as building partnerships

