

# PwC M&A Team in Poland



# PwC Team has been acting as the lead M&A advisor on the most prestigious deals on the Polish market

## Selected latest press releases – deals in which we advised in M&A

**Puls Biznesu**  
www.pb.pl  
Tytan pracy na gorącym rynku

**Puls Biznesu**  
www.pb.pl  
Państwowe lasy, skłapy histry i hotele

**Puls Biznesu**  
www.pb.pl  
Niemiecki fundusz w polskiej Koronie

**Puls Biznesu**  
www.pb.pl  
Inea zmienia właściciela

**Puls Biznesu**  
www.pb.pl  
HOTELE Z KŁOCKÓW SKUSIŁY GRIFFINA

**Puls Biznesu**  
www.pb.pl  
Logoplaste Polska złożyła wniosek do UOKiK

**Puls Biznesu**  
www.pb.pl  
Duńczycy połączą polskie płatności

**Pulsinvestora**  
Apaczka w drodze do Abrisu

**BIZNES**  
Energia ze słońca skusila najbogatszego Polaka

**Eurocash przytula Mile**

**Stella Pack w rękach Coast 2 Coast**

## Selected awards of the PwC M&A Team



- PSIK's M&A Advisor of the Year (2019, 2020, 2021)
- Mergermarket – Number 1 M&A Advisor in Poland by deal volume (2019, 2020, 2021)



# For the 3rd consecutive year (2019, 2020 & 2021) PwC has been honored by the Polish Private Equity and Venture Capital Association (PSIK) as the M&A Advisor of the Year

PSIK's M&A Advisory of the Year 2019, 2020 and 2021 titles were awarded as a result of voting conducted among Private Equity firms operating on the Polish market.

- ✓ "Services provided by PwC M&A Team are appreciated not only by our Clients – private entrepreneurs and global corporations, but also by financial investors who conduct independent market analysis" – Adam Demusiak stated
- ✓ The Team currently comprises 21 professionals with broad experience in the mergers and acquisitions market in Poland
- ✓ Efficiency in projects' execution has been proven by the largest number of successfully closed deals in 2019-21 in Poland – we closed 42 transactions worth ~PLN 18 bn
- ✓ The transactions realized by the PwC M&A Team are among the most notable on the merger and acquisition market in Poland:
  - Sale of **Bakalland** to O&R Holding
  - Sale of **Capricorn** to Uponor
  - Sale of **Veracomp** to Exclusive Networks
  - Sale of **obido** to OLX Group;
  - Sale of **Simple** to TSS Europe
  - Sale of **Corab** to Black Forest
  - Sale of **Scanmed** to Abris Capital Partners
  - Sale of **Masterchem** to Logoplaste
  - Sale of **L'biotica** to Oceanic
  - Sale of **Polcom** to PIMCO
  - Sale of **Inelo** to Innova
  - Sale of **Mila** to Eurocash



Locally, we are indisputably the first choice M&A services provider; in 2019-21 we signed 42 prestigious deals worth PLN ~18 bn

## Selected M&A experience in Poland

**mikomax** 2021  
smart office.

**HAWORTH**

Sell-side advisory to Mikomax, a leading manufacturer of acoustic pods, in disposal of majority stake of shares to Haworth, the third largest global player in the office furniture market

Investment agreement signed

**BLUE MEDIA** 2021

**POLLEN STREET**

Sell-side advisory to the shareholders of Blue Media, the largest independent digital payments provider in Poland, in disposal of a minority stake to Pollen Street Capital

Investment agreement signed

WYSOKANE PRZYEMOŚCI 2021

**BAKALLAND**

**INNOVA CAPITAL**

Sell-side advisory to the shareholders of Bakalland, a natural snacks, culinary and healthy products market leader in Poland, in disposal to O&R Holding, entity controlled by Rafał Brzoska

**equitix** 2021

**OX2**

Leading buy-side advisory to Equitix Investment Management, an European asset management fund, in the acquisition of a wind farm in Poland

**COSTA COFFEE** 2021  
*Coca-Cola*

**Lagardère**  
TRAVEL RETAIL

Sell-side advisory to the shareholders of Costa Coffee, global coffee brand, in disposal of the master franchise business that comprises 145 Costa Coffee outlets in Poland and Latvia to Lagardère Travel Retail

Investment agreement signed

**Capricorn** 2021

**uponor**

Sell-side advisory to Capricorn, a leading heating & sanitary systems manufacturer in Poland, in disposal of 100% to Uponor, a global HVAC market player

**labelprint** 2021

**INNOVA CAPITAL** **Prime Label**

Buy-side advisory to PLIC (a portfolio company of Innova Capital) in the acquisition of a majority stake in LabelPrint, a leading Estonian manufacturer of digitally-printed flexible packaging

**moje bambino** 2021

Buy-side advisory to Moje Bambino, the no. 1 producer and distributor of educational furniture and equipment in the CEE region, in the acquisition of minority stake of shares in #2 player on the Scandinavian market

**IB. IZOBLOK** 2021

**BEWi**  
ASA

Sell-side advisory to IZOBLOK, a leading European provider of EPP components to the automotive industry, in disposal of majority stake of shares to Bewi

**obido** 2021

**OLX GROUP** **NASPERS**

Sell-side advisory to shareholders of obido, largest Polish residential real estate marketing platform, in disposal of 100% shares to OLX Group, owned by Naspers, a global internet group

**DIF CAPITAL PARTNERS** 2021

**OX2**

Leading buy-side advisory to DIF Capital Partners, an European asset management fund, in the acquisition of a wind farm portfolio in Poland

**Simple** 2020


**total specific solutions** **CONSTELLATION SOFTWARE INC.**


Sell-side advisory to Simple, one of the largest Polish developers of ERP software, in sale of majority stake of shares to TSS Europe, a portfolio company of Constellation Software



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### Selected M&A experience in Poland

 **2020**



Buy-side advisory to Bank Pekao in the acquisition of a minority stake of shares in Tpay, a Polish online payment services provider

 **2020**




Sell-side advisory to Corab, a CEE market leader in production and distribution of PV systems, in disposal of shares to Black Forest, an investment fund owned by M. Solowow

  **2020**

Buy-side advisory for PLIC (portfolio company of Innova Capital) in the acquisition of LabelProfi, a leading Slovenian producer of digital printed flexible packaging

 **2020**

Sell-side advisory to Life Healthcare Group, an international multiprofile healthcare service provider, in disposal of 100% of shares in Scanmed to Abris Capital Partners

 **2020**



Sell-side advisory to shareholders of apaczka.pl in disposal of a majority stake of shares to Abris Capital Partners

 **2020**

Sell-side advisory to Veracomp, a value added distribution (VAD) market leader in CEE, in disposal to Exclusive Networks, a portfolio company of Permira

 **2020, 2015**



Sell-side advisory to the shareholders of Adampol SA, leading player in logistics of new vehicles. Disposal of shares to Hyundai Glovis in two transactions

 **2020**

Sell-side advisory to Masterchem, a leading PET containers manufacturer, in disposal of shares to Logoplaste, The Carlyle Group portfolio company

 **2020**

Buy-side advisory to Sarantis, a Greek consumer products group in the acquisition of Luksja brand, a soap brand carved-out from a British company – PZ Cussons holding

 **2020, 2019**



Buy-side advisory to Aberdeen Standard Investments, leading global asset management company, in the acquisition of the portfolio of PV plants in Poland

 **2019**



Sell-side advisory to the shareholders of Przelewy24, the largest independent provider of innovative online payment services in Poland, in disposal of shares to Nets

 **2020, 2019**



Buy-side advisory to Aberdeen Standard Investments, leading global asset management company, in the acquisition of the portfolio of PV plants in Poland

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## Selected M&A experience in Poland

 **2019**

 Leasing

Sell-side advisory to Masterlease, leading car leasing and fleet management services company in Poland, in disposal of a majority stake to PKO Leasing

 **2019**

**WATERLAND**  
PRIVATE EQUITY INVESTMENTS

**OCEANIC** **L'biotica**

Sell-side advisory to Waterland, a shareholder of leading Polish dermocosmetics manufacturer L'biotica, in sale of shares to Oceanic

 **2019**

**DRUKARSKA EMBEPRESS**

**INNOVA**  
CAPITAL

Sell-side advisory to majority shareholders of EmbePress, leading supplier of labels and packaging for food and beverage industry in Poland, in disposal of shares to Innova Capital

**ReneSola** **2019**

**AberdeenStandard**  
Investments

Buy-side advisory to Aberdeen Standard Investments, leading global asset management company, in the acquisition of the portfolio of PV plants in Poland

**INTER** **2019**

**Europol**

**BEZGLUTEN** **BOUNTY BRANDS**

Buy-side advisory to Inter Europol, a leading producer of frozen bakery goods in CEE, in the acquisition of Bezgluten, a leader on the Polish market of gluten free and low-protein foods

**AberdeenStandard** **2019**

Investments

**Si** **e-energija**

Buy-side advisory to Aberdeen Standard Investments, leading global asset management company, in the acquisition of the portfolio of PV plants in Poland

**POLCOM** **2019**

GROUP

**PIMCO** **GRIFFIN**

REAL ESTATE

Sell-side advisory to shareholders of Polcom Group, a global leader in turn-key modular construction solutions in hospitality segment, in disposal of a majority stake to PIMCO and Griffin

**PROMEDICA24** **2018**

**ForeVest**  
CAPITAL PARTNERS

Sell-side advisory to minority shareholder of Promedica24, a leading provider of 24/7 live-in care services for the elderly in Germany and the UK, in disposal of his stake to ForeVest Capital Partners

**ERBUD** **2018**

**IVT**  
WEINER + REIMANN GROUP

Buy-side advisory to ERBUD in an acquisition of IVT Weiner + Reimann, a company in Germany specializing in industrial and utility engineering

**ant** **2018**

**BBS** **IEQT**

AUTOMATION

Sell-side advisory to shareholders of ANT Solution Sp. z o.o., a leading industrial automation solutions provider, in disposal of shares to BBS Automation (EQT portfolio company)

**2018**

**RESOURCE PARTNERS** **prim** **świeżo i lokalnie** **SPS handel**

Sell-side advisory to SPS Handel S.A., dynamically growing proximity retail chain in Poland, in 46.2% stake disposal to POLFOOD Group S.A.

**2018**

**G2A**

Raising of growth financing for G2A - leading global gaming Marketplace and FinTech platform



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