



# 2023 H1 Selected M&A deal opportunities newsletter

June 2023

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# Selected deal opportunities promoted by KPMG in Cyprus

The pace of today's M&A activity demands decision-makers to determine the right moves confidently and swiftly, in order to avoid missing opportunities.

At KPMG Cyprus Deal Advisory we understand the challenges on both sides of the transaction and recognise the need for both parties to drive maximum deal value. We create holistic solutions that will help you confidently navigate the complexities of a deal, identifying the key risks and rewards throughout the deal cycle.

Highlights from our investment and other market opportunities, include the following:

Cyprus deal opportunities		
Sector	Description	Estimated equity investment required
Energy	The shareholders of a Special Purpose Vehicle (SPV) which holds licences for the development of a 65MW solar thermal plant in Cyprus (can alternatively be converted into a PV park) are seeking to exit the SPV.	c. €30 million
Energy	Investment opportunity to participate in the implementation of an electricity generating power plant using dual fuel (natural gas/ diesel) with 105MW capacity in the Vasilikos area. Total Project capital expenditure has been estimated at around €150 million.	c. €36 million
Healthcare	The shareholders of a fully licensed and upcoming healthcare development in Nicosia with an operational capacity of 160 beds, seek equity funding. Total Project capital expenditure has been estimated at around €65 million.	c. €30 million
Technology	The company has developed a Concentrating Solar Power solution, which in combination with its thermal battery, is able to deliver electricity in a grid friendly way on a 24/7 basis. The Company seeks to raise capital for the construction of its manufacturing plant.	c. €20 million
Technology	A company offering secure, regulated and innovative global Fintech solutions is seeking capital for the expansion of their existing platform offering the ability to trade financial assets.	c. €10 million
Energy	The shareholders of a Special Purpose Vehicle (SPV) which holds licences for the development of a 7,1MWp solar photovoltaic park seek to exit the SPV.	c. €3,5 million
Technology	An innovative artificial intelligence medical cloud platform for delivering enhanced ECG services to healthcare professionals as well as individuals globally, is looking to raise capital to fund technical enhancements and selling capabilities.	c. €2 million
Food	An emerging producer of gourmet and vegan packaged meals with Cypriot recipes is seeking equity and/or bond funding to increase its production capacity to meet client demand.	c. €0,5 million
Energy	The company is looking to raise capital for the development of a biomass treatment plant, which will transform feedstock into wood pellets and/or wood briquettes. Total Project capital expenditure has been estimated at around €0,5 million.	c. €0,2 million

# Fueling business growth: Acquisition success case study

KPMG Cyprus was engaged as the financial advisor of Halma PLC (“Client”), for the provision of Financial Due Diligence, Tax Due Diligence and Transaction Structuring services for its acquisition of FirePro (“the Target”).



## Transaction Services

Provision of financial advisory services for the sale of FirePro to Halma

**Deal value: €150 million**  
**Announcement date: March 2023**

## Background

Our Client, a UK-based FTSE 100 company focused on life-saving technologies, completed the strategic acquisition of the Target, a leading aerosol fire suppression systems designer and manufacturer based in Cyprus. This acquisition enhanced our Client’s fire detection and suppression solutions portfolio, aligning with their purpose-driven vision of creating a safer, cleaner and healthier future.

## Our role

As trusted transaction services advisors, our multidisciplinary team played a critical role in facilitating a successful acquisition. Leveraging our expertise in **financial** and **tax due diligence**, as well as **transaction structuring**, we provided comprehensive support throughout the entire process. In addition, we assisted in planning and implementing the strategic separation of assets that were not aligned to our Client’s vision or strategic objectives.

## Added value

Our comprehensive financial due diligence presented critical insights into the Target company’s financial performance, position and growth potential. Leveraging our diverse expertise, we delivered a tailored solution to optimise the transaction, maximising tax efficiency, and minimising potential risks across the entire portfolio of companies involved.

## Result

Through our integrated approach encompassing financial and tax due diligence, as well as transaction structuring, we assisted our client to execute a successful acquisition strategy. Our comprehensive analysis provided critical insights, enabling informed decision-making and alignment with our Client’s strategic goals. As transaction services advisors, we are committed to delivering customised solutions that unlock value and drive transformative success for our clients, reinforcing their position as industry leaders in their own respective industries.



# Contact us

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