



Deal Advisory

KPMG in Slovakia

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kpmg.sk

About Our Team & Services

With almost 20 years' experience as key financial advisor in more than 500 successful client transactions, KPMG in Slovakia is the leading service provider in Slovakia and the CEE region. Our clients range from local SMEs and individual business owners to large international corporations and financial investors. Whether you are looking to buy, sell or fund a business, our specialized team of professionals will help you achieve the best possible results.

With more than 20 highly skilled and passionate individuals, KPMG in Slovakia has the largest deal advisory team in the country. It is composed of professionals equipped with the in-depth local market knowledge, international experience and invaluable skills necessary to create value for the client in a broad range of transaction situations.

No.1
financial advisor in CEE.

Financial advisor in more than 500
transactions in the past twenty years.

Team of 20+
highly skilled and pas-
sionate professionals.

Advising on a € 2.6 bn
deal in the utilities sector – the largest
deal ever closed in Slovakia.

A Single Source for All Your Deal Advisory Needs

Selling a business

- Exploration of options for sale
- Preparation for sale
- Identification of potential investors
- Deal management
- Full negotiation on client's behalf
- Transaction strategy and structuring
- Advice on transaction legal documentation
- Advice on and after closing the transaction

Buying a business

- Identification of acquisitions targets
- Valuation of acquisition target
- Transaction strategy and structuring (incl. tax and legal)
- Due diligence
- Full negotiation on client's behalf
- Advice on transaction legal documentation
- Advice on and after closing the transaction
- Assistance in integrating the company and implementing synergies

KPMG provides services at every stage of a transaction



















Funding a Business

- Identification of financing sources
- Evaluation of financing options
- Debt restructuring assistance
- Preparation of financial model and presentation for banks, equity and other financing providers
- Full negotiation on client's behalf
- Advice on transaction legal documentation

Financial modelling and valuation of companies

- Commercial valuation of assets and companies
- Statutory expert valuations
- Litigation support valuations
- Business and financial modelling
- Independent review of business and financial plan
- Price analysis of companies for transaction purposes

Some of Our Successfully Closed Deals

<p>KPMG Deal Advisory Sell-side Advisory</p> <p>Financial advisor during the disposal of majority shareholding in leading specialized retailers in Slovakia Progamingshop.sk and MP3.sk.</p> <p>Closed 2018</p>  <p>acquired by</p> 	<p>KPMG Deal Advisory Sell-side Advisory</p> <p>Financial advisor to shareholders of leading online classified portals Autobazar.eu and Topreality.sk on disposal of 100% equity stake to Ringier Axel Springer.</p> <p>Closed 2018</p>  <p>acquired by</p> 	<p>KPMG Deal Advisory Sell-side Advisory</p> <p>Financial advisor during the disposal of majority stake in one of the largest privately owned food chain networks in Slovakia.</p> <p>Closed 2018</p>  <p>acquired by</p> 	<p>KPMG Deal Advisory Financing Advisory</p> <p>Exclusive financial advisor to the shareholders of EXISport in relation to the growth funding from an investment fund managed by Credit Value Investments.</p> <p>Closed 2017</p>  <p>acquired by</p> 
<p>KPMG Deal Advisory Sell-side Advisory</p> <p>KPMG provided deal advisory and legal services to Slovak telehealth start-up Rodinný lekár (24Doctor) in establishing strategic partnership with MEDGATE, leading integrated provider of comprehensive health-care service based in Switzerland.</p> <p>Closed 2017</p> 	<p>KPMG Deal Advisory Sell-side Advisory</p> <p>Financial Advisor to c2i, an innovative carbon fibre parts producer for automotive and aerospace sector, on the disposal to Korean conglomerate LG Hausys.</p> <p>Closed 2017</p> 	<p>KPMG Deal Advisory Sell-side Advisory</p> <p>Acted as exclusive M&A advisor to the shareholders of Universal Media Corporation during their exit to SHARP Corporation.</p> <p>Closed 2017</p> 	<p>KPMG Deal Advisory Buy-side Advisory</p> <p>Buy-side advisor to ECO-INVESTMENT on the acquisition of Paloma, d.d., leading Slovenian consumer tissue producer.</p> <p>Closed 2016</p> 
<p>KPMG Deal Advisory Sell-side Advisory</p> <p>Financial Advisor to the founders of Ryba Kosice and Calmar, one of the leading deli and frozen foods producers and distributors in Slovakia on the disposal of majority stake to Tauris owned by a meat processing conglomerate ECO-INVEST.</p> <p>Closed 2016</p> 	<p>KPMG Deal Advisory Buy-side Advisory</p> <p>Provided financial advisory, financial and tax due diligence, financial modelling, and SPA assistance to Vetropack Holding during its acquisition of the food & beverage packaging business, Bormioli Rocco.</p> <p>Closed 2015</p> 	<p>KPMG Deal Advisory Sell-side Advisory</p> <p>Financial advisor to the shareholders of SAD Trnava and SAD Liorbus, public transportation bus companies in Slovakia on the disposal of majority shares to ARRIVA.</p> <p>Closed 2015</p> 	<p>KPMG Deal Advisory Sell-side Advisory</p> <p>Financial advisor to the shareholders of Imunoglukan and Pleuran, the leading immune supplement producers in Slovakia, on the disposal of majority shares to Hartenberg Capital.</p> <p>Closed 2014</p> 

KPMG Deal Advisory
Sell-side Advisory

Financial advisor to shareholders on the disposal of DOMA, a leading domestic producer of mayonnaise and dressings in Slovakia.

Closed | 2014



acquired by



KPMG Deal Advisory
Sell-side Advisory

Financial advisor to ARKON during the disposal of their majority stake in CINEMAX, the largest chain of cinemas in Slovakia.

Closed | 2014



KPMG Deal Advisory
Sell-side Advisory

Provided commercial, financial and tax vendor due diligence as well as business plan assessment to Towercom, the leading Slovak broadcast and telco infrastructure services provider. Towercom was successfully acquired by global infrastructure investment group Macquarie.

Closed | 2014



acquired by



KPMG Deal Advisory
Sell-side Advisory

Financial advisor to GDF SUEZ and E.ON on the disposal of minority shareholding and management control in the Slovak gas utility group SPP.

Closed | 2013



KPMG Deal Advisory
Sell-side Advisory

Financial advisor to the shareholders and creditors of Park Inn Danube hotel, a 4* hotel in Bratislava city centre. The deal was successfully completed with SITNO Holding Real Estate.

Closed | 2013



acquired by



KPMG Deal Advisory
Sell-side Advisory

Financial advisor to shareholders on the disposal of MPC Cessi, the largest domestic producer of pastry and pasta products in Slovakia.

Closed | 2013



acquired by



KPMG Deal Advisory
Buy-side Advisory

Provided financial, legal and tax due diligence, anti-monopoly clearance, tax structuring and SPA assistance to JOJ Media House on Epamedia Group, one of the leading outdoor advertising groups in CEE, active in 8 countries.

Closed | 2012



acquired by



KPMG Deal Advisory
Buy-side Advisory

Provided financial and tax due diligence and SPA assistance to UNIBAIL RODAMCO on their acquisition of Aupark, the owner and operator of the Aupark Shopping Center in Bratislava.

Closed | 2012



acquired by



KPMG Deal Advisory
Sell-side Advisory

Financial advisor to a Belgian shareholder on the disposal of Dexia Banka Slovensko.

Closed | 2010



acquired by



KPMG Deal Advisory
Sell-side Advisory

Financial advisor to shareholders on the disposal of Mecom, the largest producer of meat and meat products in Slovakia.

Closed | 2008



acquired by



KPMG Deal Advisory
Sell-side Advisory

Financial advisor to shareholders of Slovak pension fund Prvá dôchodková sporiteľňa on disposal of 100% stake to Allianz.

Closed | 2005



acquired by



KPMG Deal Advisory
Buy-side Advisory

Provided complete buy-side advisory services to VÚB banka during its acquisition of hire purchase company Quatro and its holding companies Q-Credit, Q Car and Správa kreditných kariet.

Closed | 2004



acquired by



The Most Active Transaction Advisor

KPMG has earned leading positions in renowned league tables and is one of the most active financial advisors in the acquisitions of small and medium-sized companies on the local and global markets.

Deal Advisor Rankings

2017	Global	Number of Deals
1	KPMG	402
2	Rothschild & Co	380
3	Goldman Sachs & Co	343
4	PricewaterhouseCoopers	322
5	JP Morgan	302
6	Morgan Stanley	293
7	Lazard	263
8	Ernst & Young LLP	240
9	Houlihan Lokey	237
10	Citi	228

Source: Thomson Reuters SDC

2017	CEE	Number of Deals
1	KPMG	38
2	Deloitte	33
3	Rothschild & Co	25
4	PricewaterhouseCoopers	19
5	IMAP	18
6	Globalscope	12
7	Ernst & Young LLP	11
8	BDO	10
8*	CFI	10
10	Clairfield International	6
10*	Oaklins (FKA M&A Intl Inc)	6

Source: Thomson Reuters SDC

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Bimonthly financial and tax update for C-level in Slovakia. It provides information about important business issues, interesting articles and insights.

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What Our Clients Say About Us

„Strong local team and decades of global experience. KPMG was a clear choice when selling my business.“

Jozef Gima, co-owner RYBA Košice

Patrick Hessel, founder c2i

Ján Gabriž, founder Imunoglukan/Pleuran



THE
**CLEAR
CHOICE**
for our clients



Stanislav Šumský
Partner, Deal Advisory

T: +421 907 745 032
E: ssumsky@kpmg.sk



Marc Leubner
Director, Deal Advisory

T: +421 907 750 584
E: mleubner@kpmg.sk

KPMG Slovensko Advisory, k. s.

Dvořákovo nábrežie 10
811 02 Bratislava

Žriedlová 12-14
040 01 Košice

T: + 421 2 5998 4111
E: kpmg@kpmg.sk

kpmg.sk

