



# 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.

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No.1  
financial advisor in CEE.

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

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

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

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# 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><b>KPMG Deal Advisory</b><br/>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><br/><br/>acquired by<br/></p>   | <p><b>KPMG Deal Advisory</b><br/>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><br/><br/>acquired by<br/></p> | <p><b>KPMG Deal Advisory</b><br/>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><br/>acquired by<br/></p>   | <p><b>KPMG Deal Advisory</b><br/>Financing Advisory</p> <p>Exclusive financial advisor to the shareholders of Exsport in relation to the growth funding from an investment fund managed by Credit Value Investments.</p> <p>Closed   2017</p> <p><br/></p>  |
| <p><b>KPMG Deal Advisory</b><br/>Sell-side Advisory</p> <p>KPMG provided deal advisory and legal services to Slovak telehealth start-up Rodinný lekar (24Doctor) in establishing strategic partnership with MEDGATE, leading integrated provider of comprehensive health-care service based in Switzerland.</p> <p>Closed   2017</p> <p><br/></p>   | <p><b>KPMG Deal Advisory</b><br/>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><br/>acquired by<br/></p>  | <p><b>KPMG Deal Advisory</b><br/>Sell-side Advisory</p> <p>Acted as exclusive M&amp;A advisor to the shareholders of Universal Media Corporation during their exit to SHARP Corporation.</p> <p>Closed   2017</p> <p><br/>acquired by<br/></p>  | <p><b>KPMG Deal Advisory</b><br/>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><br/>acquired by<br/></p>  |
| <p><b>KPMG Deal Advisory</b><br/>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><br/><br/>acquired by<br/><br/></p> | <p><b>KPMG Deal Advisory</b><br/>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 &amp; beverage packaging business, Bormioli Rocco.</p> <p>Closed   2015</p> <p><br/>acquired by<br/></p>   | <p><b>KPMG Deal Advisory</b><br/>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><br/><br/>acquired by<br/></p> | <p><b>KPMG Deal Advisory</b><br/>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> <p><br/><br/>acquired by<br/></p> |

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| <p><b>KPMG Deal Advisory</b><br/>Sell-side Advisory</p> <p>Financial advisor to shareholders on the disposal of DOMA, a leading domestic producer of mayonnaise and dressings in Slovakia.</p> <p>Closed   2014</p> <p><br/>acquired by<br/></p>   | <p><b>KPMG Deal Advisory</b><br/>Sell-side Advisory</p> <p>Financial advisor to ARKON during the disposal of their majority stake in CINEMAX, the largest chain of cinemas in Slovakia.</p> <p>Closed   2014</p> <p><br/></p>                                | <p><b>KPMG Deal Advisory</b><br/>Sell-side Advisory</p> <p>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.</p> <p>Closed   2014</p> <p><br/>acquired by<br/></p> | <p><b>KPMG Deal Advisory</b><br/>Sell-side Advisory</p> <p>Financial advisor to GDF SUEZ and E.ON on the disposal of minority shareholding and management control in the Slovak gas utility group SPP.</p> <p>Closed   2013</p> <p><br/><br/></p> |
| <p><b>KPMG Deal Advisory</b><br/>Sell-side Advisory</p> <p>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.</p> <p>Closed   2013</p> <p><br/>acquired by<br/><br/></p> | <p><b>KPMG Deal Advisory</b><br/>Sell-side Advisory</p> <p>Financial advisor to shareholders on the disposal of MPC Cessi, the largest domestic producer of pastry and pasta products in Slovakia.</p> <p>Closed   2013</p> <p><br/>acquired by<br/></p> | <p><b>KPMG Deal Advisory</b><br/>Buy-side Advisory</p> <p>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.</p> <p>Closed   2012</p> <p><br/>acquired by<br/></p>   | <p><b>KPMG Deal Advisory</b><br/>Buy-side Advisory</p> <p>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.</p> <p>Closed   2012</p> <p><br/>acquired by<br/></p>                               |
| <p><b>KPMG Deal Advisory</b><br/>Sell-side Advisory</p> <p>Financial advisor to a Belgian shareholder on the disposal of Dexia Banka Slovensko.</p> <p>Closed   2010</p> <p><br/>acquired by<br/></p>  | <p><b>KPMG Deal Advisory</b><br/>Sell-side Advisory</p> <p>Financial advisor to shareholders on the disposal of Mecom, the largest producer of meat and meat products in Slovakia.</p> <p>Closed   2008</p> <p><br/>acquired by<br/></p>                 | <p><b>KPMG Deal Advisory</b><br/>Sell-side Advisory</p> <p>Financial advisor to shareholders of Slovak pension fund Prvá dôchodková sporiteľňa on disposal of 100 % stake to Allianz.</p> <p>Closed   2005</p> <p><br/>acquired by<br/></p>  | <p><b>KPMG Deal Advisory</b><br/>Buy-side Advisory</p> <p>Provided complete buy-side advisory services to VÚB banka during its acquisition of hire purchase company Quattro and its holding companies Q-Credit, Q Car and Správa kreditných kariet.</p> <p>Closed   2004</p> <p><br/>acquired by<br/></p>                        |

# 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

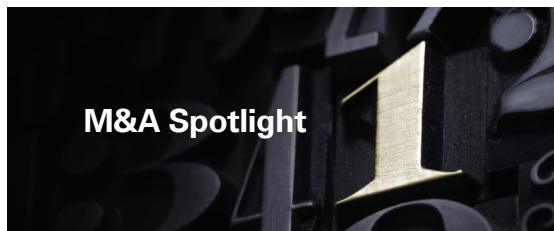
| 2017 | Global                 | Number of Deals |
|------|------------------------|-----------------|
| 1    | <b>KPMG</b>            | <b>402</b>      |
| 2    | Rothschild & Co        | 380             |
| 3    | Goldman Sachs & Co     | 343             |
| 4    | PricewaterhouseCoopers | 322             |
| 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

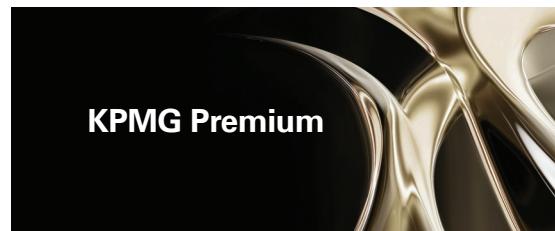
| 2017 | CEE                        | Number of Deals |
|------|----------------------------|-----------------|
| 1    | <b>KPMG</b>                | <b>38</b>       |
| 2    | Deloitte                   | 33              |
| 3    | Rothschild & Co            | 25              |
| 4    | PricewaterhouseCoopers     | 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 Gabrič**, founder Imunoglukan/Pleuran



THE

# CLEAR CHOICE

*for our clients*



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