



# Deal Advisory

KPMG in Slovakia



**kpmg.sk**

# Introducing Deal Advisory in Slovakia

With ten 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

**500**

Financial advisor in more than  
transactions in the past ten years.

**€2.6bn**

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

**20+**

Team of highly skilled  
and passionate professionals.

# A single source for all your Deal Advisory needs

## KPMG Transaction services

### Selling a Business

- Exploration of options for sale
- Deal management
- Vendor assistance and preparation for sale
- Identification of potential buyers
- Full negotiation on client's behalf
- Transaction strategy and structuring
- Advice on transaction legal documentation
- Closing the transaction

### Buying a Business

- Identification of acquisition targets
- Due diligence
- Valuation of targets
- Full negotiation on client's behalf
- Advice on transaction legal documentation
- Closing accounts and finalization of the deal

### Funding a Business

- Identification of financing sources
- Evaluation of financing options
- Debt restructuring assistance
- Supporting materials and presentations
- Full negotiation on client's behalf
- Advice on transaction legal documentation

### Valuation of a Business

- Commercial valuations
- Statutory expert valuations
- Litigation support valuations
- Business modelling
- Independent business review
- Pricing analysis

# Some of our successfully closed deals

## KPMG Deal Advisory Buy-side Advisory

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.

Closed | 2015



acquired by



## KPMG Deal Advisory Sell-side Advisory

Financial advisor to the shareholders of SAD Trnava, a public transportation bus company in Slovakia, on the disposal of majority shares to ARRIVA.

Closed | 2015



acquired by



## KPMG Deal Advisory Sell-side Advisory

Financial advisor to the shareholders of SAD Liorbus, a public transportation bus company in Slovakia, on the disposal of majority shares to ARRIVA.

Closed | 2015



acquired by



## KPMG Deal Advisory Sell-side Advisory

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.

Closed | 2014



acquired by



## 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 Buy-side Advisory

Provided financial advisory, financial and tax due diligence, and SPA assistance to UMC during its acquisition of Sharp Manufacturing Poland.

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

**MOF Holding, a. s.**

**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

**unibail-rodamco**

**KPMG Deal Advisory**  
Sell-side Advisory

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

Closed | 2010



acquired by

**PENTA**

**KPMG Deal Advisory**  
Sell-side Advisory

Financial advisor to shareholders of leading mobile marketing company BlueOrange during the acquisition by Avantis, a subsidiary of Jet Multimedia Group.

Closed | 2009



acquired by

**JETMULTIMEDIA**

**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

**PENTA**

**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

**Allianz**

**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

**VÚB BANKA**

# Rankings prove our leadership

Our Deal Advisory practice is a unique combination of globally established know-how and deal experience with local understating of the market. For more than 5 years, we have maintained the leading position amongst financial advisors in Central and Eastern Europe.

League table – CEE full market completed deals by volume		2015
Rank	Financial Advisor	No. of Deals
1	<b>KPMG</b>	<b>27</b>
2	IMAP	18
3	Ernst & Young LLP	13
3*	PricewaterhouseCoopers	13
5	M&A International	11
6	KBC Group NV	9
6*	BDO	9
8	CFI	8
9	Rothschild	7
9*	Cushman & Wakefield Inc	7

Source: Thomson Reuters SDC

20. 01. 2016

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1	<b>KPMG</b>	<b>18</b>
2	IMAP	16
3	Ernst & Young LLP	12
4	Goldman Sachs & Co	9
4*	BNP Paribas SA	9
4*	Deutsche Bank	9
7	M&A International	8
7*	Rothschild	8
9	Global M&A	7
9*	BDO	7

Source: Thomson Reuters SDC

08. 01. 2015

*“When you are selling  
your own company, you want to be sure  
you are selling to the right and solid partner  
and that you get the most from the deal.*

*I chose KPMG to support me  
and I made a great choice. I received custom –  
made client treatment, expert advisory services  
and guidance on how to do things right  
to maximize the value for me.”*

**Jozef Polomský**  
Chairman of the Board

DOMA, a.s., the largest Slovak producer  
of mayonnaise and dressings

# Customer service means everything to us

## Our Added Value

### KPMG

has a strong local team of experienced professionals with access to our global network

### KPMG

delivers relevant and timely advice without borders

### KPMG

provides insights and care covering your specific needs

### KPMG

creates value with know-how

### KPMG

has a strong brand supporting your financial statements

## Receive the latest news from us



### M&A Spotlight

A bi-weekly basis, M&A Spotlight keeps our subscribers up-to-date with the latest M&A activity in Slovakia and neighbouring countries by providing a concise overview on market development.

If you wish to subscribe for our M&A Spotlight or Valuation newsletter, please contact us at [kpmg@kpmg.sk](mailto:kpmg@kpmg.sk).



### Valuation newsletter

The quarterly Valuation newsletter presents specific in-depth studies written by experts from the KPMG Global Valuation Institute in cooperation with established industry experts and universities.





**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



**Martin Kaša**  
**Senior Manager, Deal Advisory**  
**T:** +421 915 758 833  
**E:** mkasa@kpmg.sk



**Peter Rado**  
**Senior Manager, Deal Advisory**  
**T:** +421 915 758 875  
**E:** prado@kpmg.sk



**Miroslav Mulica**  
**Manager, Deal Advisory**  
**T:** +421 915 758 893  
**E:** mmulica@kpmg.sk



**Miroslav Talian**  
**Manager, Deal Advisory**  
**T:** +421 915 758 967  
**E:** mtalian@kpmg.sk

**KPMG Slovensko spol. s r.o.**

Dvořákovo nábrežie 10  
811 02 Bratislava

Žriedlová 12-14  
040 01 Košice

**T:** + 421 2 5998 4111  
**F:** + 421 2 5998 4222  
**E:** kpmg@kpmg.sk

**kpmg.sk**



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THE  
**CLEAR  
CHOICE**

*for our clients*