

Aventis Advisors

M&A in Poland

December 2022

About Aventis Advisors

We are an M&A advisor focusing on **technology and growth companies**. We advise on company exits, acquisitions, and larger capital raising deals.

We've been working on buy-side with multiple strategic investors acquiring companies in Poland.

Over the years, we have developed a distinctive operating philosophy driven by a set of values.

- We believe the world would be better off with fewer (but better quality) M&A deals done at the right moment for the company and its owners.
- We start with a simple rule: we take the time to carefully listen and understand each client's unique set of needs and goals.
- We then provide honest, insight-driven advice clearly laying out all the options before you – including the one to keep the status quo.



Buy-side advisory

Find the right company to acquire at just the right time. Aventis Advisors have the resources and experience to help you close great deals.

Aventis Advisors

We are an independent M&A advisor focused on technology and growth companies.

Our dynamic and honest approach to M&A means you get to a better deal, faster.

We work extensively with investors from across the globe, finding the right companies for you to acquire and saving you from spending time on deals that won't close.

Buy-side M&A advisory

Worthwhile acquisitions

With Aventis by your side, you'll close the right deals. Benefit from our research capabilities, long-term relationships and a sixth sense for finding great deals.

Saving time

Spend your time more wisely. With us you can access more opportunities and rely on our expertise to help you evaluate them.

Fair valuation













Get a fair deal or no deal. We want to make sure you're paying a fair price and team up with the right people to make your investment worthwhile.

Reducing risk

Acquisitions are risky. You can rely on us to evaluate potential risks and create ways to secure your investments.

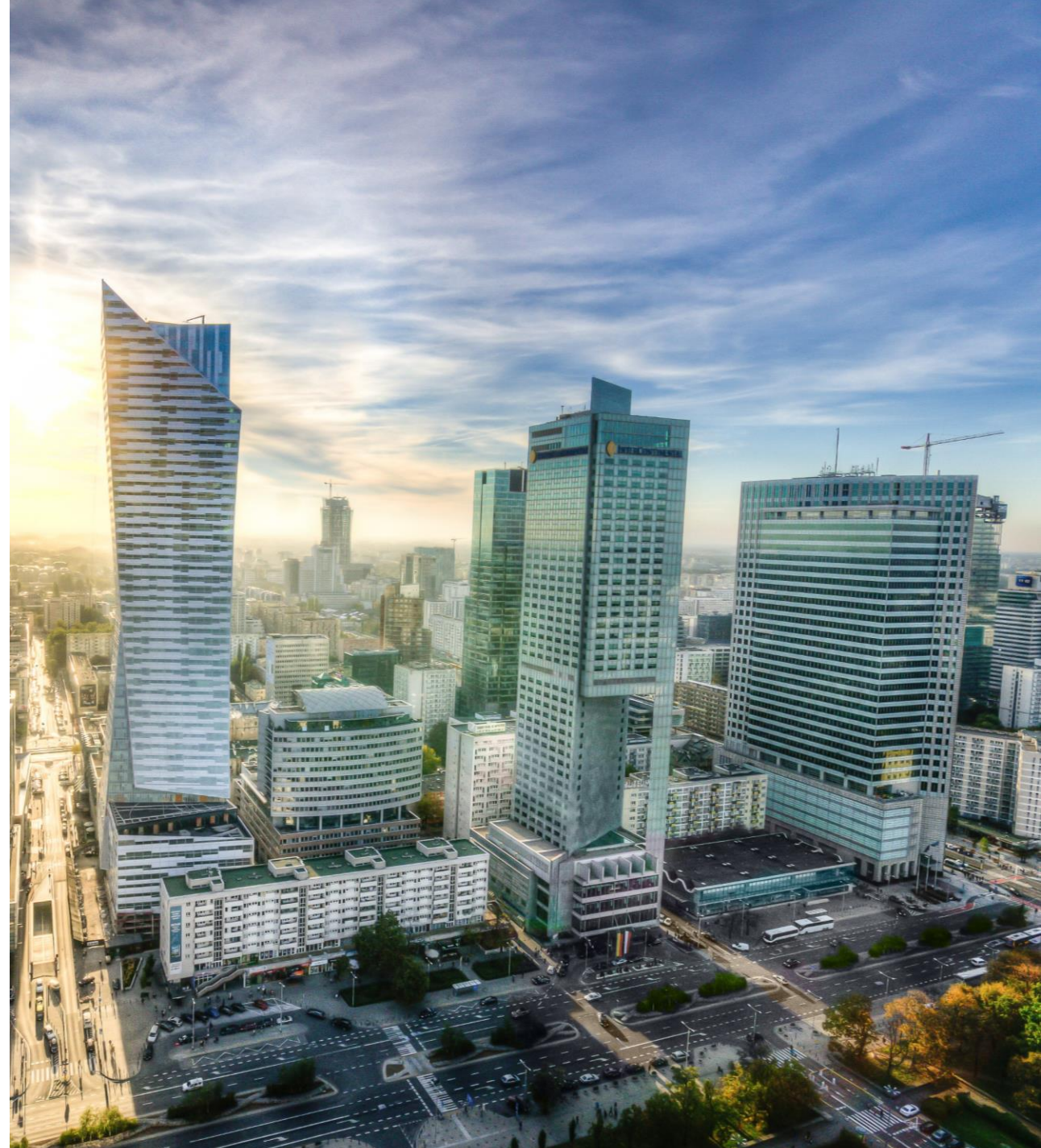
Closed deals

We have accumulated significant experience in cross-border deals across sectors

<p>Aventis Advisors</p> <p>CKSOURCE™</p> <p>Sold to</p> <p>PSG PROVIDENCE STRATEGIC GROWTH</p> 	<p>Aventis Advisors</p> <p>OM E K O</p> <p>Sold to</p> <p>HARBOUR INVESTMENT</p> 	<p>Aventis Advisors</p> <p>IMPRESTA DROKARNIA</p> <p>Sold to</p> <p>VAN DE VELDE PACKAGING</p> 	<p>Aventis Advisors</p> <p>Solutions30 Solutions for New Technologies</p> <p>Acquired</p> <p>The Telecom support services of ELMO</p> 	<p>Aventis Advisors</p> <p>Solutions30 Solutions for New Technologies</p> <p>Acquired</p> <p>Telekom Usługi S.A.</p> 	<p>Aventis Advisors</p> <p>active24</p> <p>Sold to</p> <p>ogicom</p> 
<p>Aventis Advisors</p> <p>Avenga</p> <p>Acquired</p> <p>sevenval 7</p> 	<p>Aventis Advisors</p> <p>avalon</p> <p>Was acquired by</p> <p>R22</p> 	<p>Aventis Advisors</p> <p>VISMA</p> <p>Acquired</p> <p>saldeo SMART</p> 	<p>Aventis Advisors</p> <p>xServers</p> <p>Sold to</p> <p>R22</p> 	<p>Aventis Advisors</p> <p>XBS GROUP</p> <p>Acquired</p> <p>PRO LOG</p> 	<p>Aventis Advisors</p> <p>Ascendis HEALTH</p> <p>Acquired</p> <p>SCITEC NUTRITION</p> 

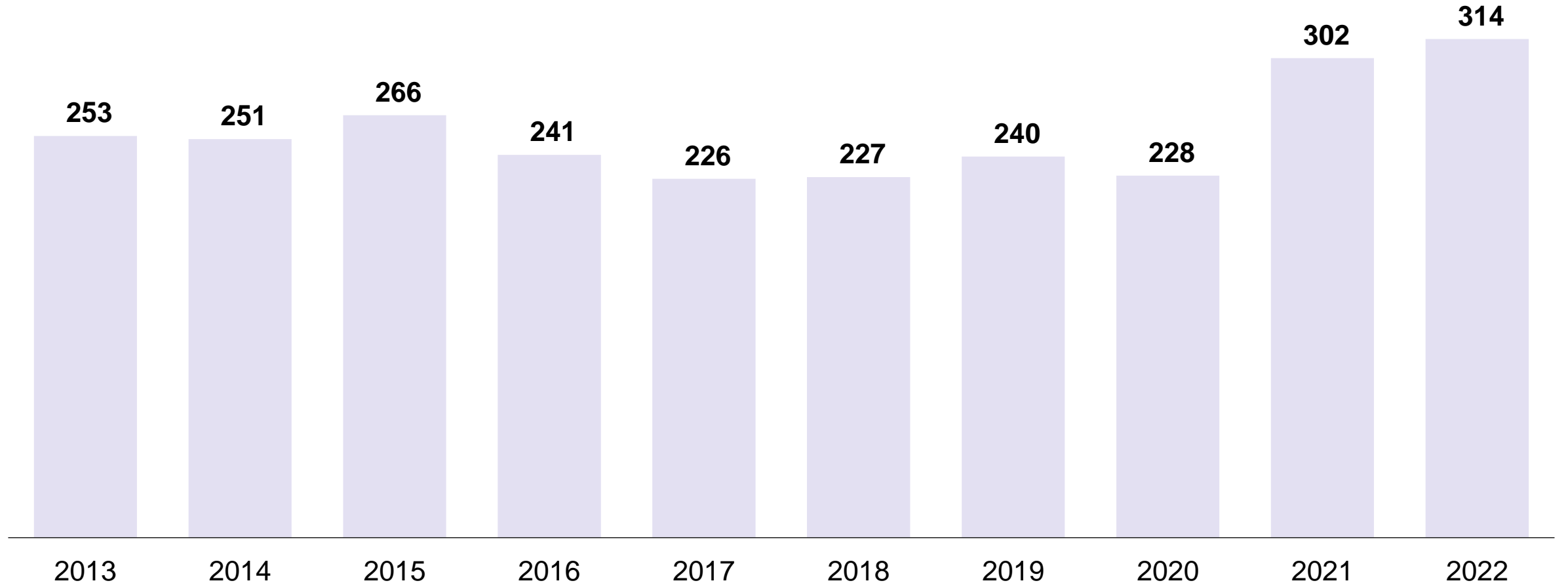
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1. M&A Activity in Poland
2. Overview of Poland's Economy



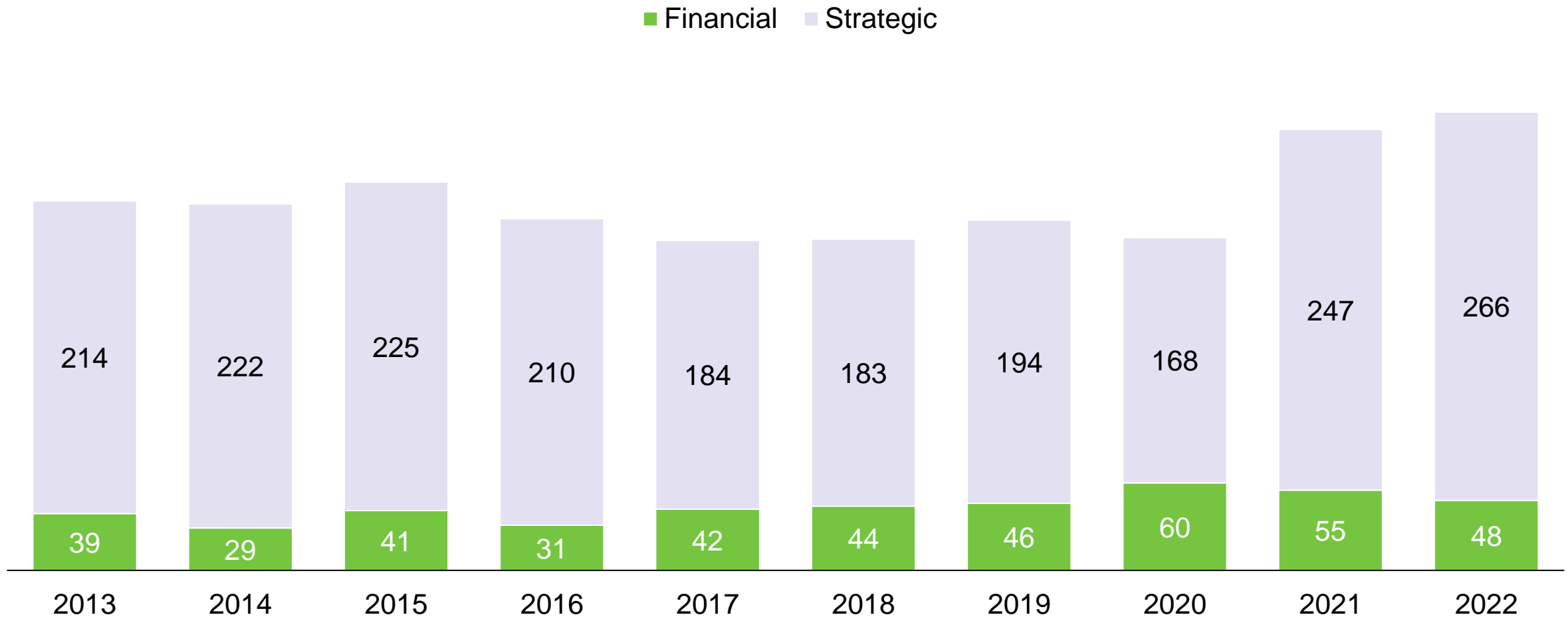
Total Number of Transactions

Number of inbound M&A transactions, Poland, 2013-2022



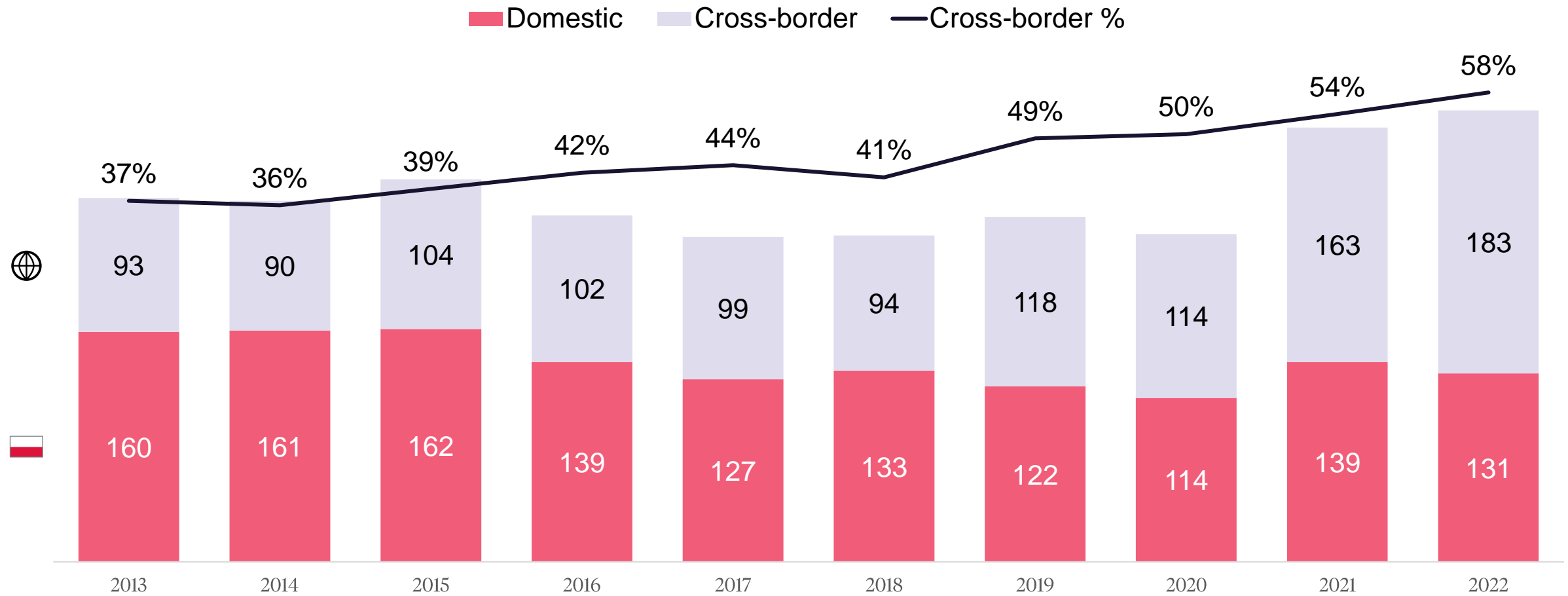
Strategic vs Financial Buyers

Inbound M&A transactions by acquirer type, Poland, 2013-2022



Domestic vs Cross-Border Transactions

Inbound M&A transactions by acquirers' location, Poland, 2013-2022



Top Foreign Investors

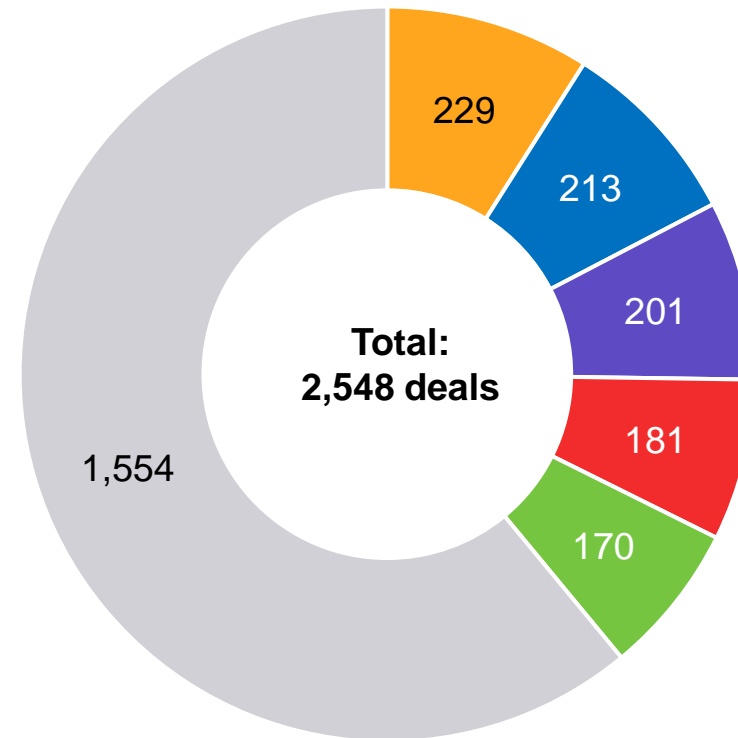
Top 10 countries of investors, Poland, 2013-2022

No.	Buyer's country	# of Deals	% of Total Cross-Border	Annualized Growth	Top 3 Target Sectors
1.	USA	140	12.1%	1.4%	Software - Consumer - Medical
2.	United Kingdom	124	10.7%	10.7%	Energy - Financials - Software
3.	Germany	118	10.2%	4.6%	Industrial - Energy - eCommerce
4.	France	67	5.8%	10.7%	Construction - Medical - Energy
5.	Netherlands	54	4.7%	19.6%	Consumer - Software - Other Services
6.	Czech Republic	50	4.3%	16.7%	Real Estate - eCommerce - Industrial
7.	Italy	44	3.8%	-7.4%	Other Services - Industrial - Medical
8.	Sweden	41	3.5%	16.7%	Medical - Manufacturing - Industrial
9.	Luxemburg	37	3.2%	16.7%	Medical - Other Services - Real Estate
10.	Austria	29	2.5%	3.2%	Industrial - Financials - Manufacturing

M&A Deals by Sector

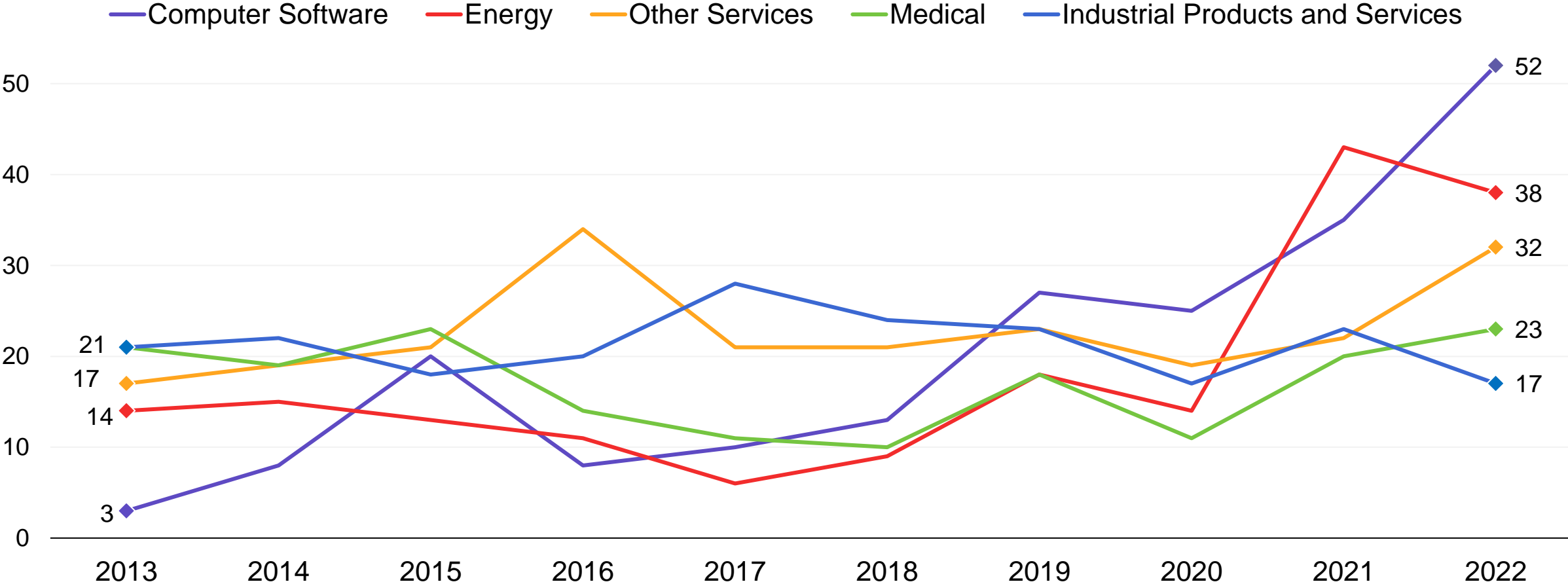
Number of M&A deals by sector, Poland, 2013-2022

- Other Services
- Industrial Products and Services
- Computer Software
- Energy
- Medical
- Other



Most Active Sectors for M&A Deals

Number of inbound M&A deals in the top 5 target sectors, Poland, 2013-2022



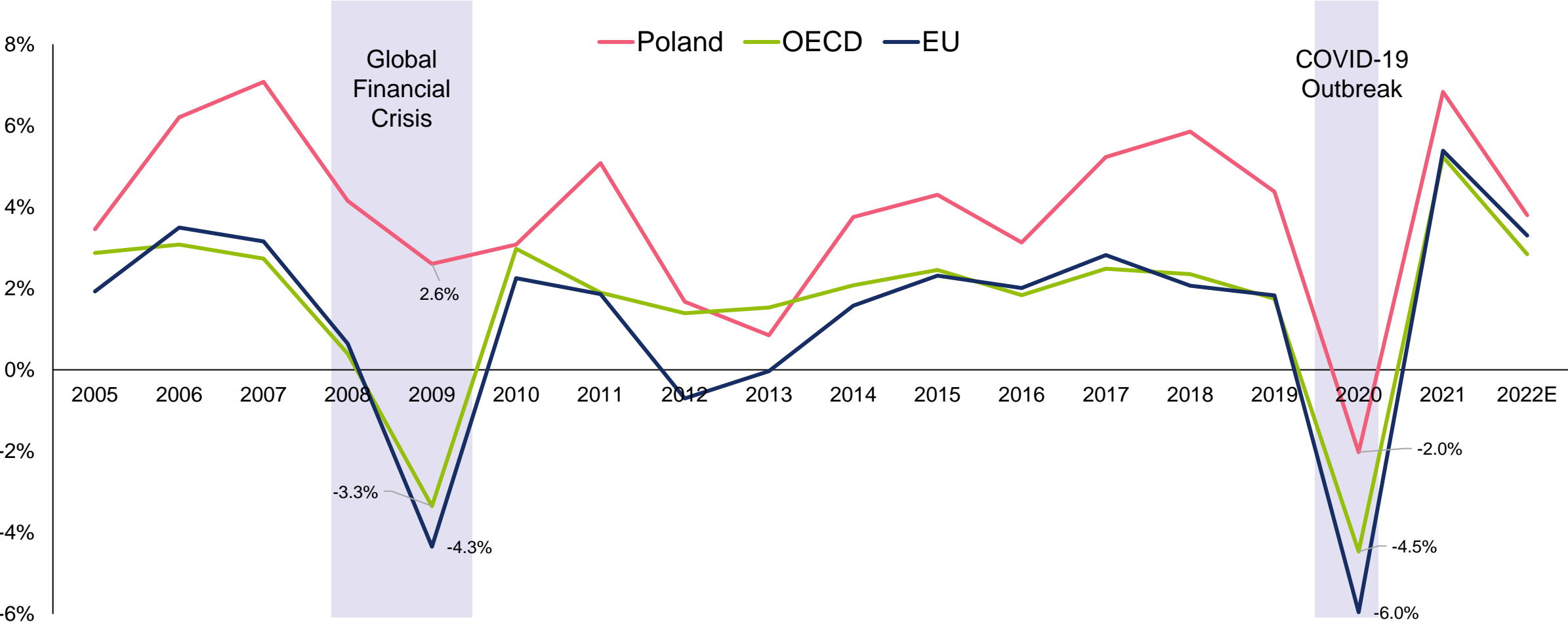
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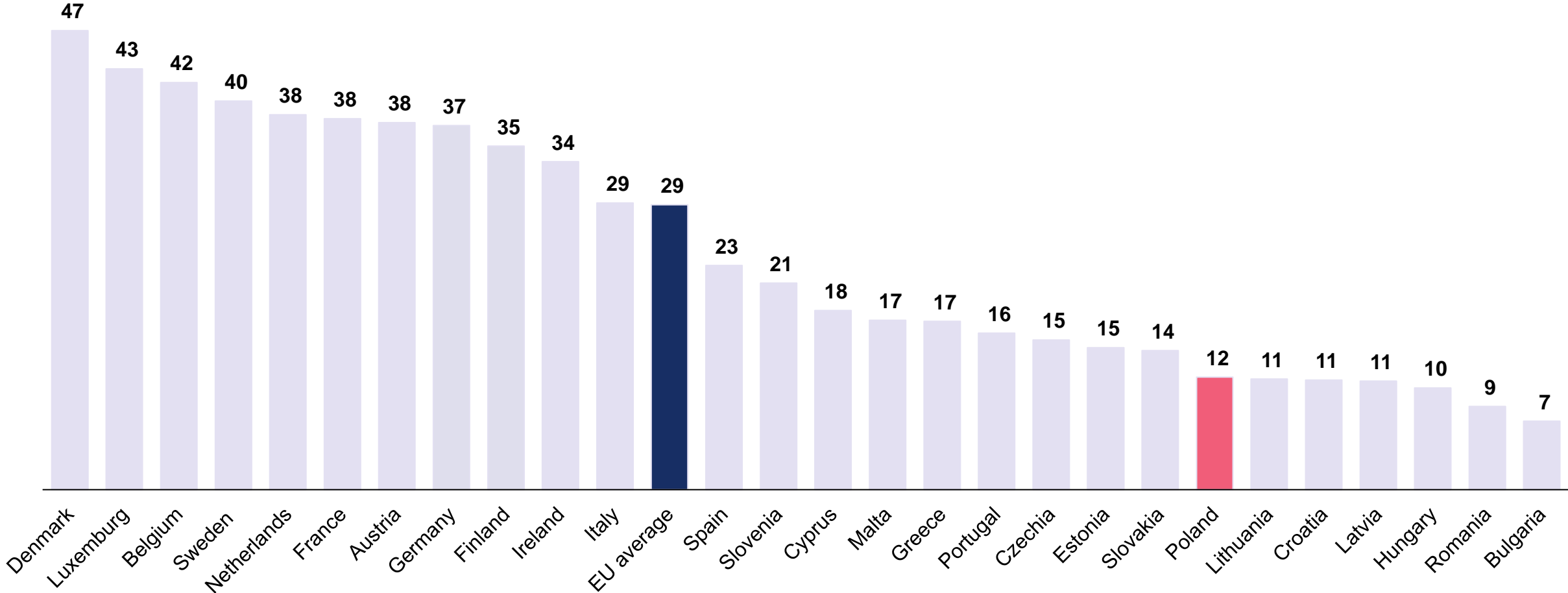
Real GDP Growth

Real GDP Growth (%), 2005-2022



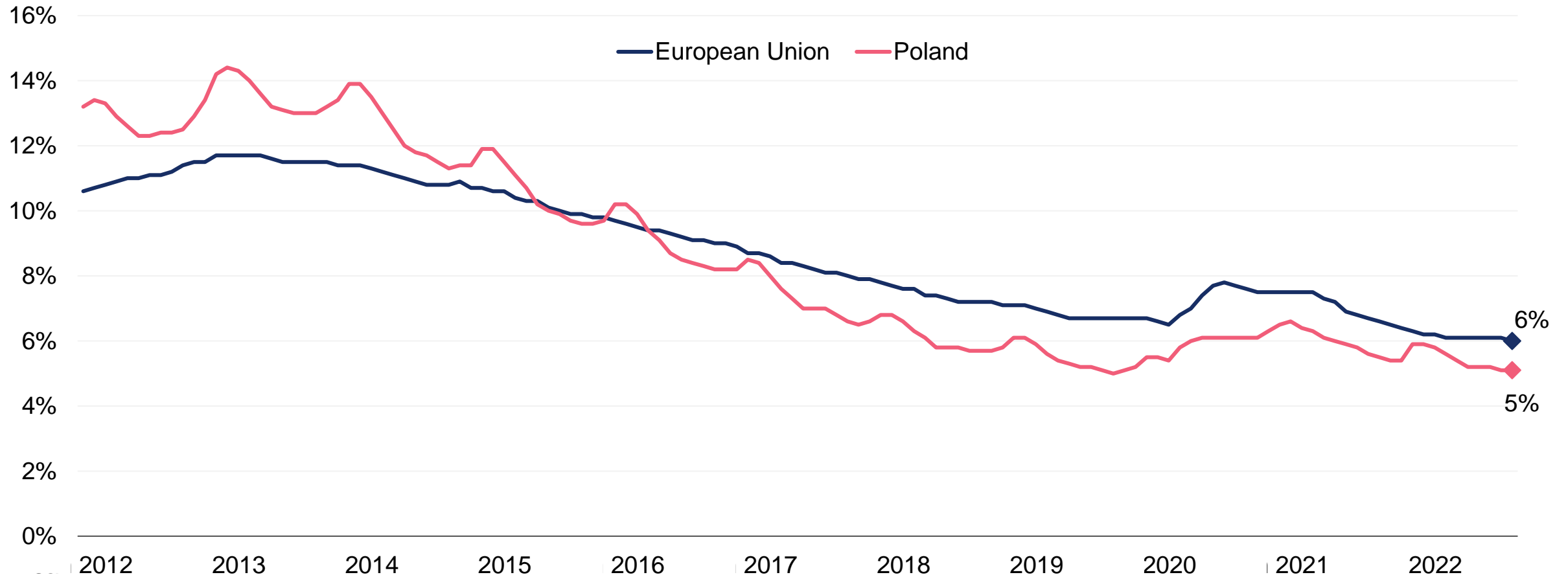
Hourly Labor Costs in EUR

Hourly labor costs in EUR, 2021



Unemployment Rate

Monthly unemployment rate (%), 2012-2022



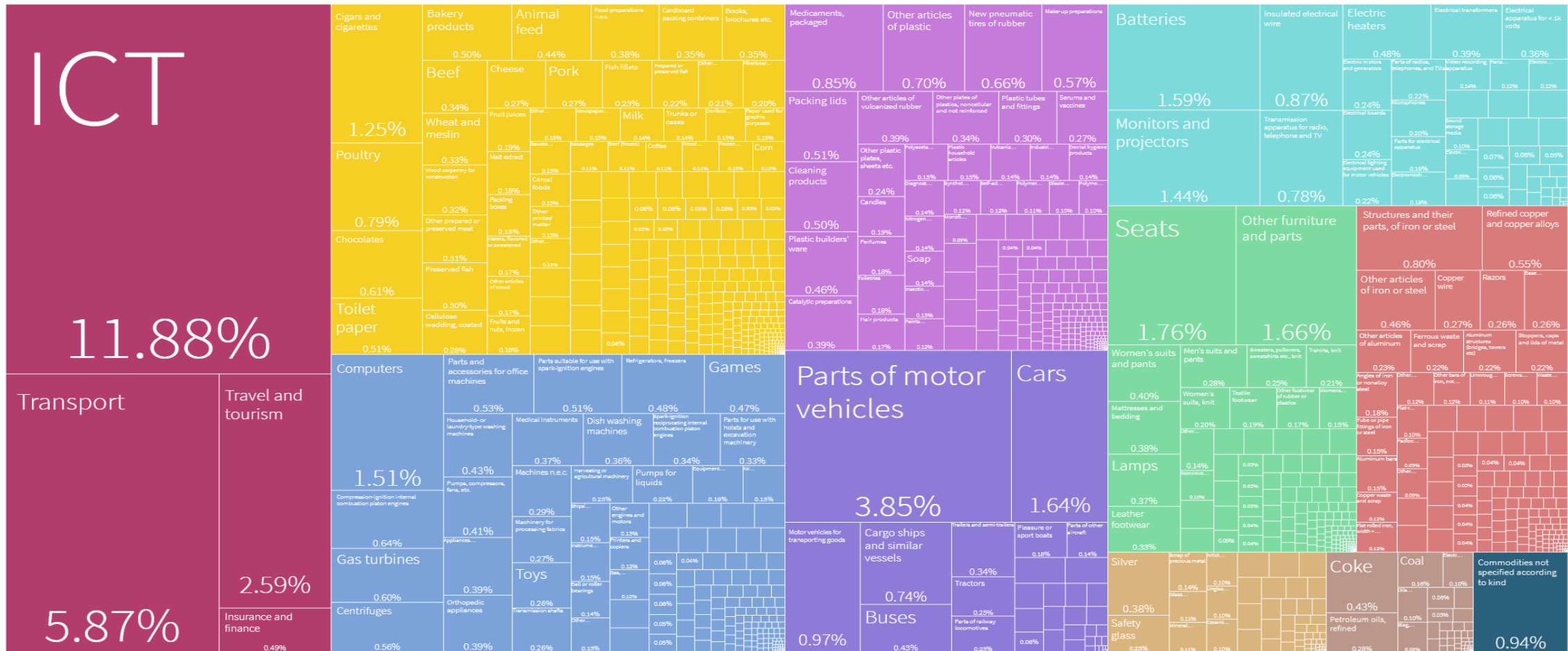
Gross Value Added

Gross Value Added, Poland, 2015-2021

	2014	2015	2016	2017	2018	2019	2020	2021
Gross Value Added (in billion USD)	477	423	415	461	516	524	528	591
<i>Percentage contribution (%)</i>								
Services	57.7	57.2	57.0	58.8	59.6	59.1	59.1	59.4
Industry	25.8	26.4	27.0	25.5	24.9	24.8	24.7	25.1
Construction	13.2	13.6	13.0	12.3	12.7	13.4	13.2	12.9
Agriculture	3.4	2.8	3.0	3.4	2.8	2.7	2.9	2.6

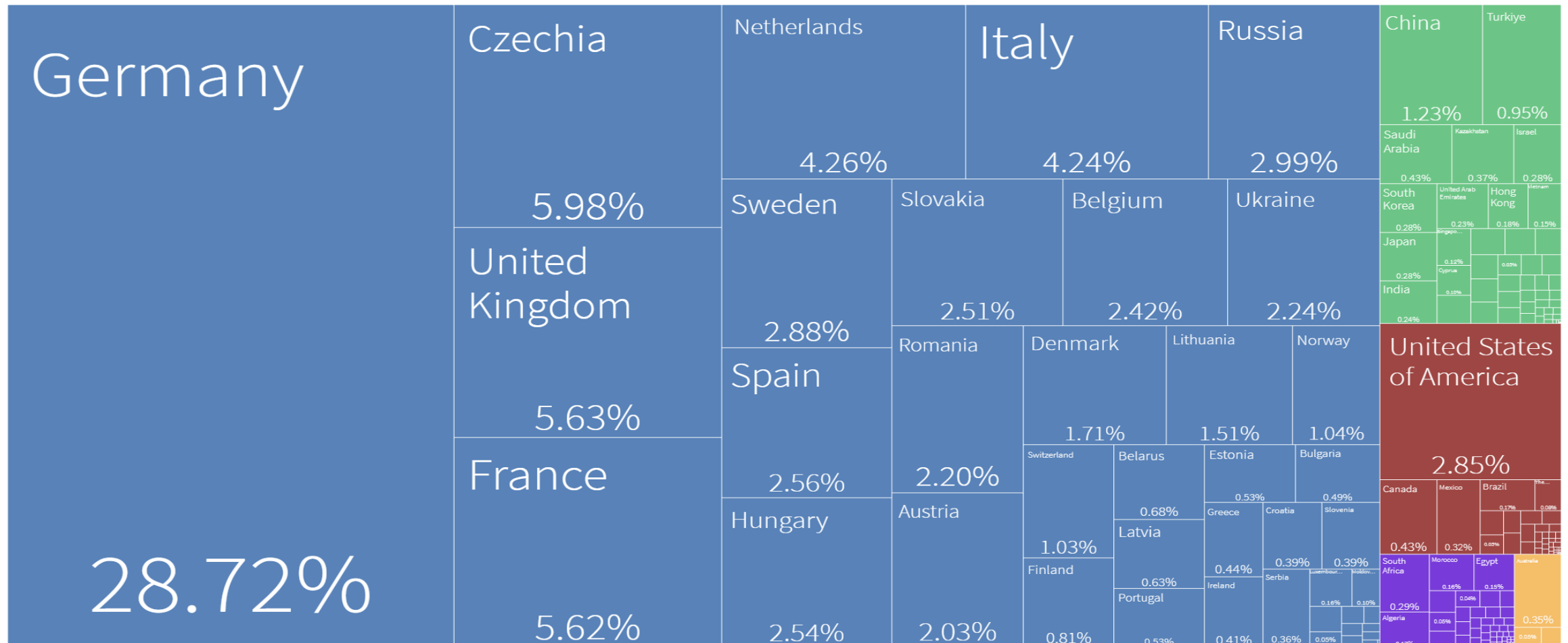
Export of Goods and Services

Export of goods and services, Poland, 2020



Importers of Polish Goods

Export of goods and services, Poland, 2020

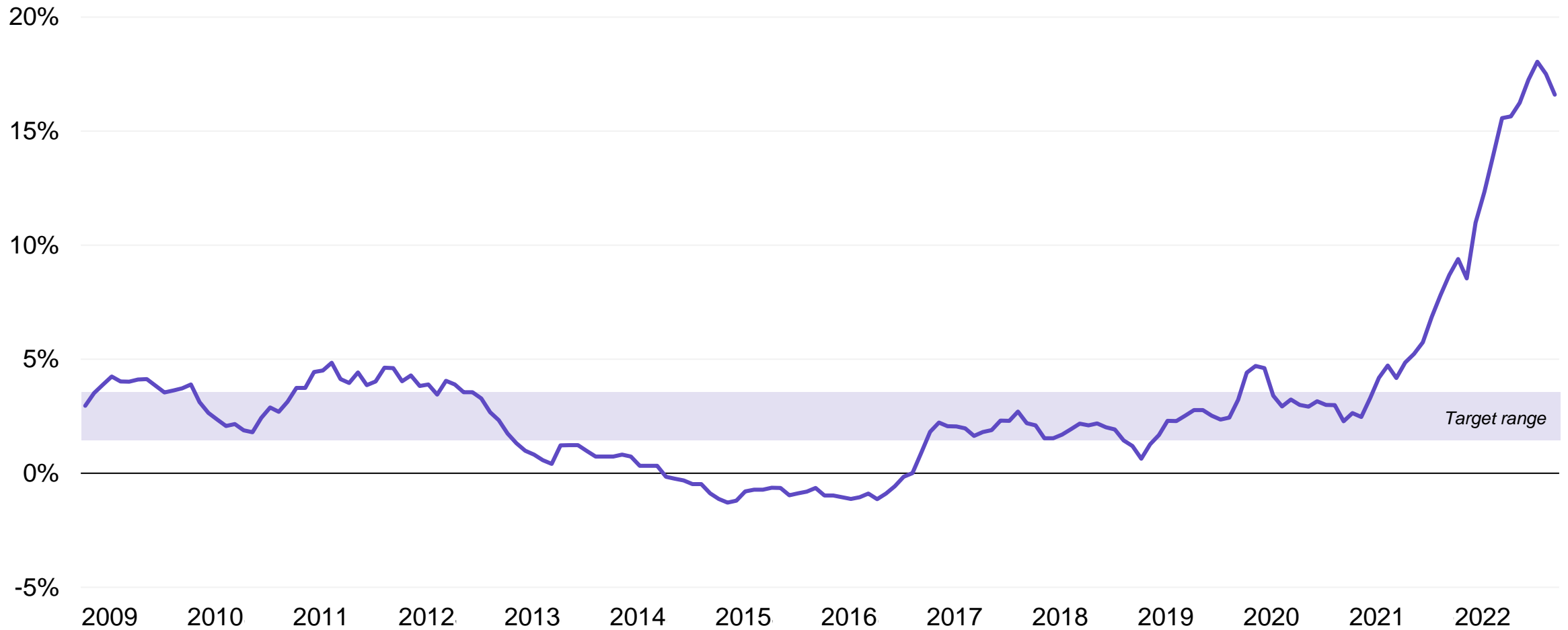


Poland in International Organizations

					
United Nations	IMF	World Bank	WTO	NATO	European Union
1945	1986	1986	1995	1999	2004

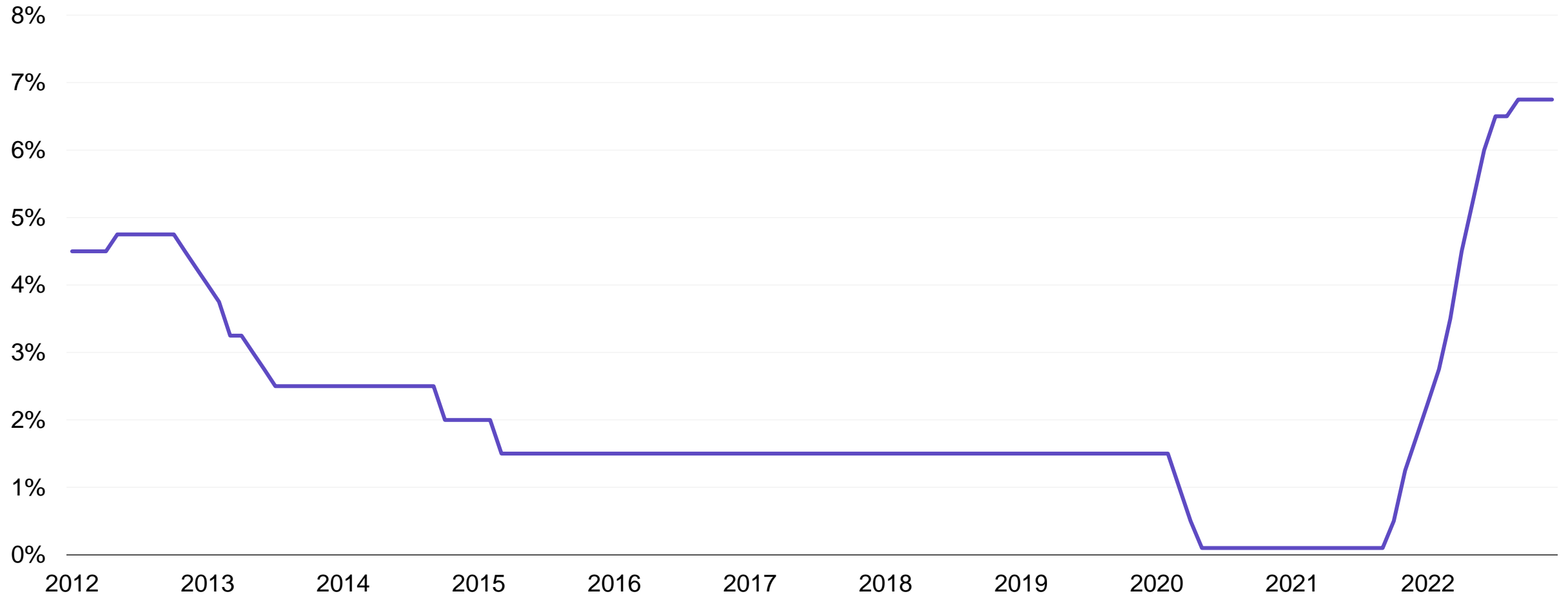
Inflation

Monthly YoY CPI change (%), Poland, 2012-2022



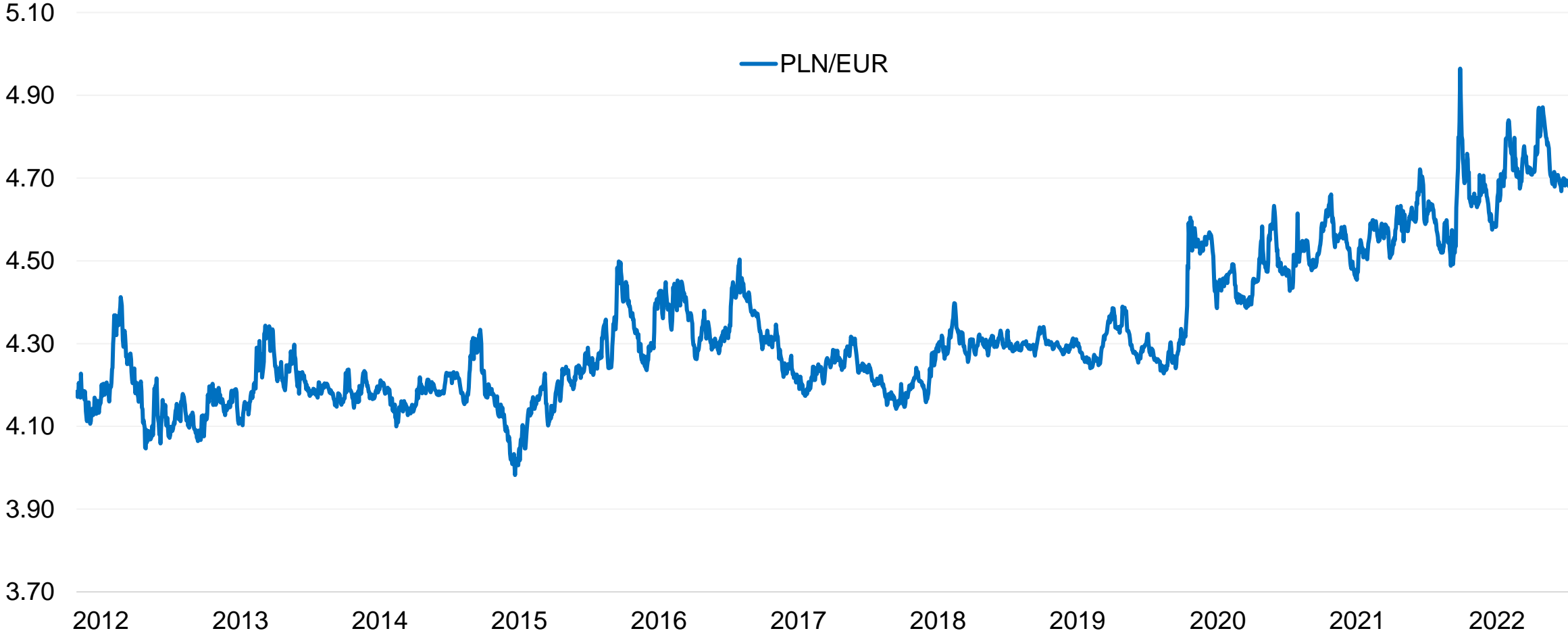
Reference Rate in Poland

Monthly reference rate (%), Poland, 2012-2022



Exchange Rate

Exchange rate, Poland, 2012-2022



Contact us

Get in touch with our advisors to discuss how we can help you source targets and advise on acquisitions in Poland



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