

Aventis Advisors

M&A in Poland

December 2022

About Aventis Advisors

What do we do?

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

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

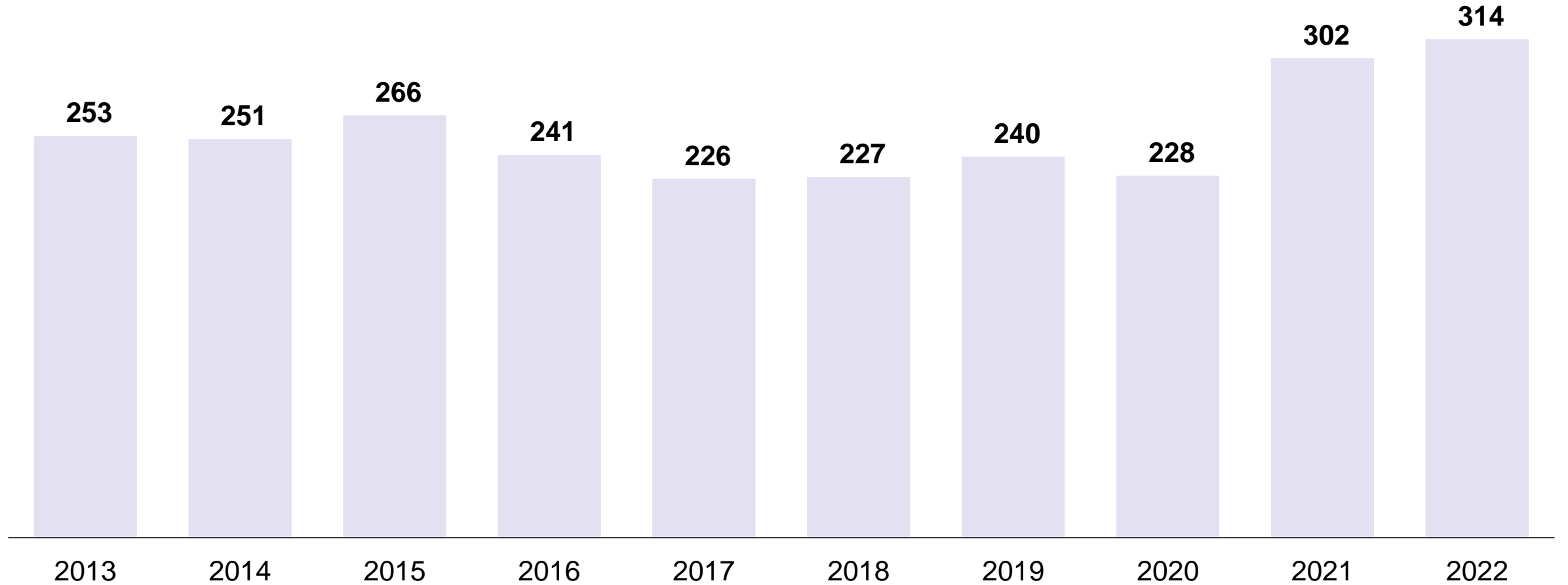
- We believe the world would be better off with fewer (but better quality) M&A deals done at the right moment for the company and its owners.
- We start with a simple rule: we take the time to carefully listen and understand each client's unique set of needs and goals.
- We then provide honest, insight-driven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

Our closed deals

<p>Aventis Advisors</p> <p>CKSOURCE™</p> <p>Sold to</p> <p>PSG PROVIDENCE STRATEGIC GROWTH</p> <p></p>	<p>Aventis Advisors</p> <p>Solutions30 Solutions For New Technologies</p> <p>Acquired</p> <p>The Telecom support services of ELMO</p> <p></p>	<p>Aventis Advisors</p> <p>Solutions30 Solutions For New Technologies</p> <p>Acquired</p> <p>Telekom Usługi S.A.</p> <p></p>	<p>Aventis Advisors</p> <p>active24</p> <p>Sold to</p> <p>ogicom</p> <p></p>
<p>Aventis Advisors</p> <p>Avenga</p> <p>Acquired</p> <p>sevenval </p> <p></p>	<p>Aventis Advisors</p> <p>avalon</p> <p>Was acquired by</p> <p>R22</p> <p></p>	<p>Aventis Advisors</p> <p>VISMA</p> <p>Acquired</p> <p>saldeo SMART</p> <p></p>	<p>Aventis Advisors</p> <p>xServers</p> <p>Sold to</p> <p>R22</p> <p></p>

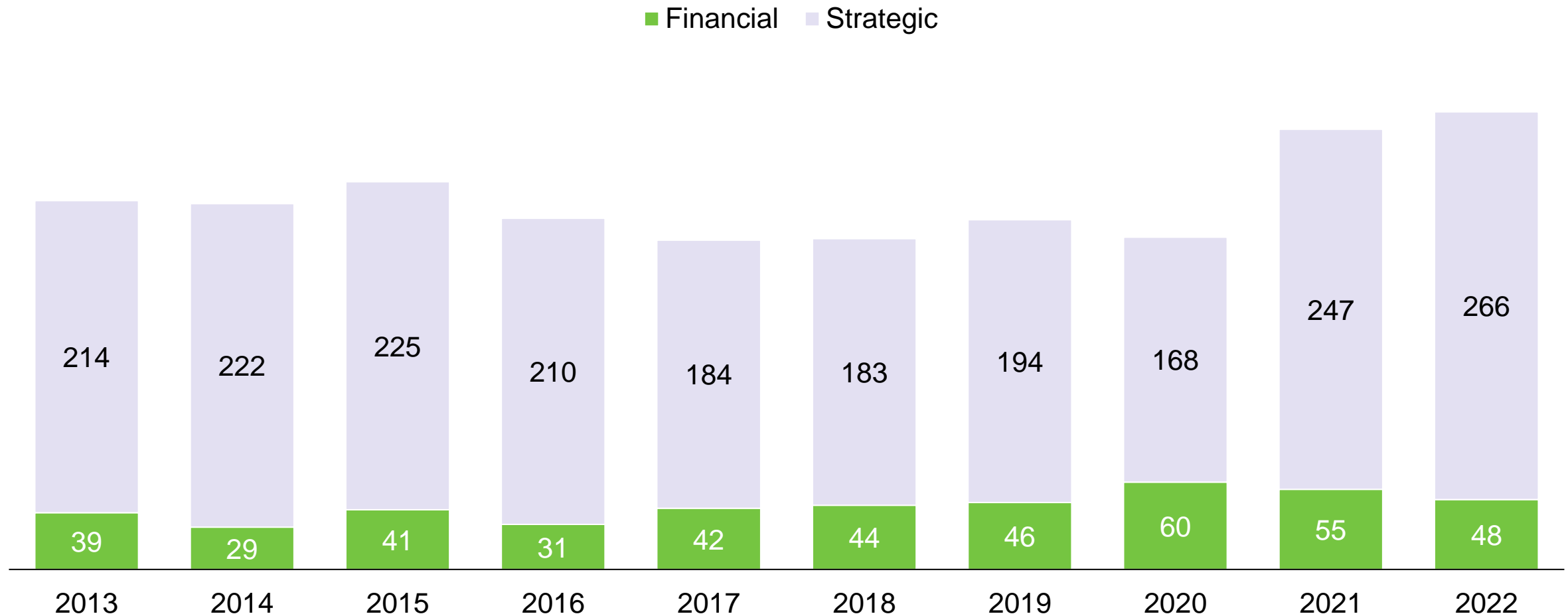
Total Number of Transactions

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



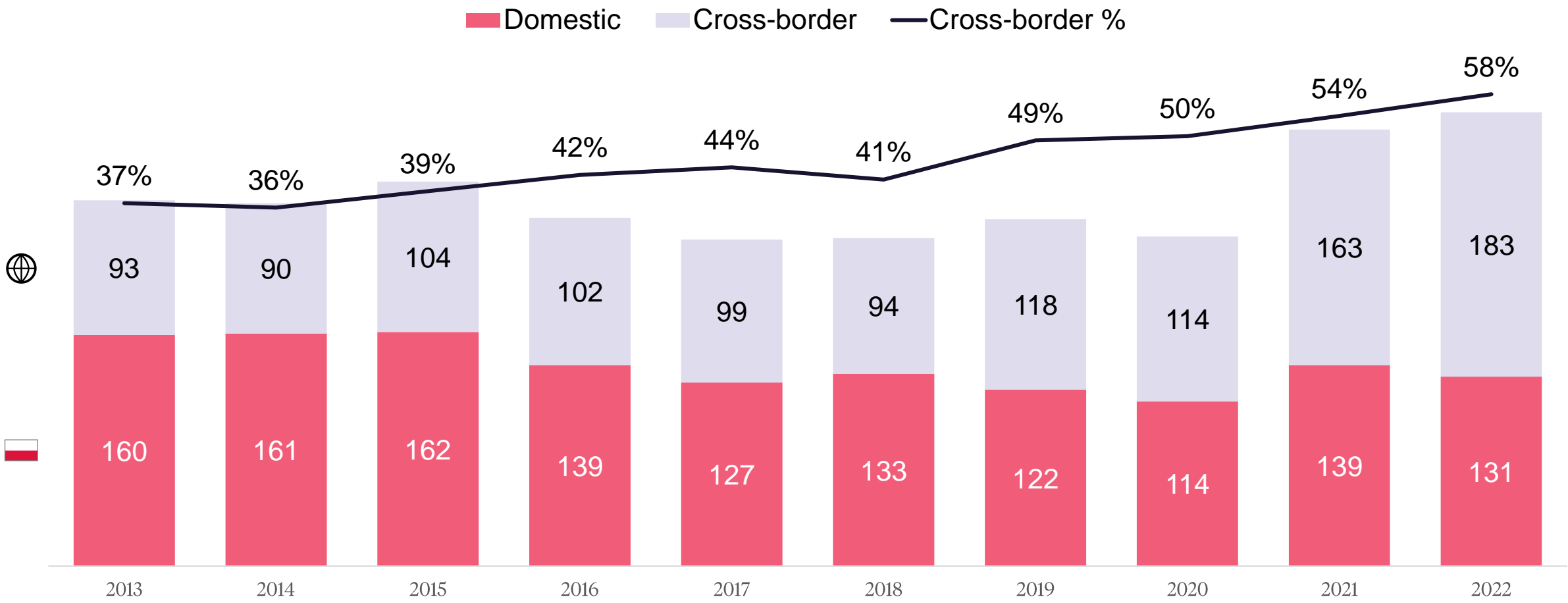
Strategic vs Financial Buyers

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



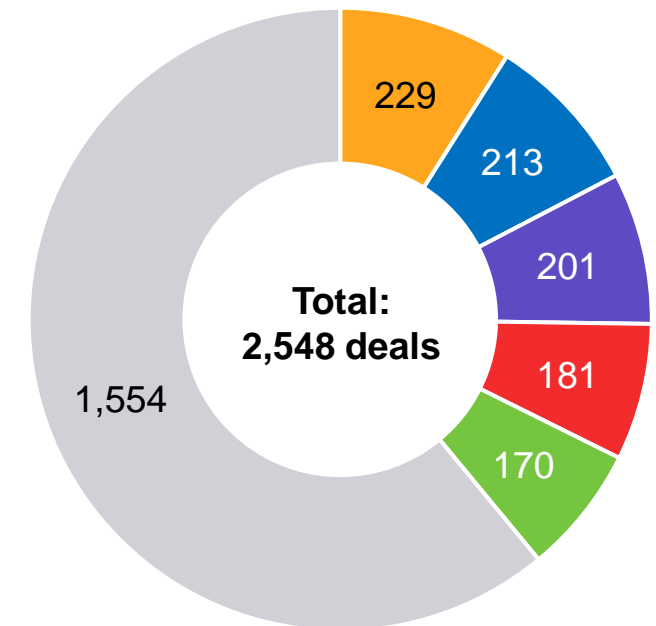
Top Foreign Investors and M&A Deals by Sector

Top 10 countries of investors, Poland, 2013-2022

No.	Buyer's country	# of Deals	Annualized Growth (%)
1.	USA	140	1.4%
2.	United Kingdom	124	10.7%
3.	Germany	118	4.6%
4.	France	67	10.7%
5.	Netherlands	54	19.6%
6.	Czech Republic	50	16.7%
7.	Italy	44	-7.4%
8.	Sweden	41	16.7%
9.	Luxemburg	37	16.7%
10.	Austria	29	3.2%

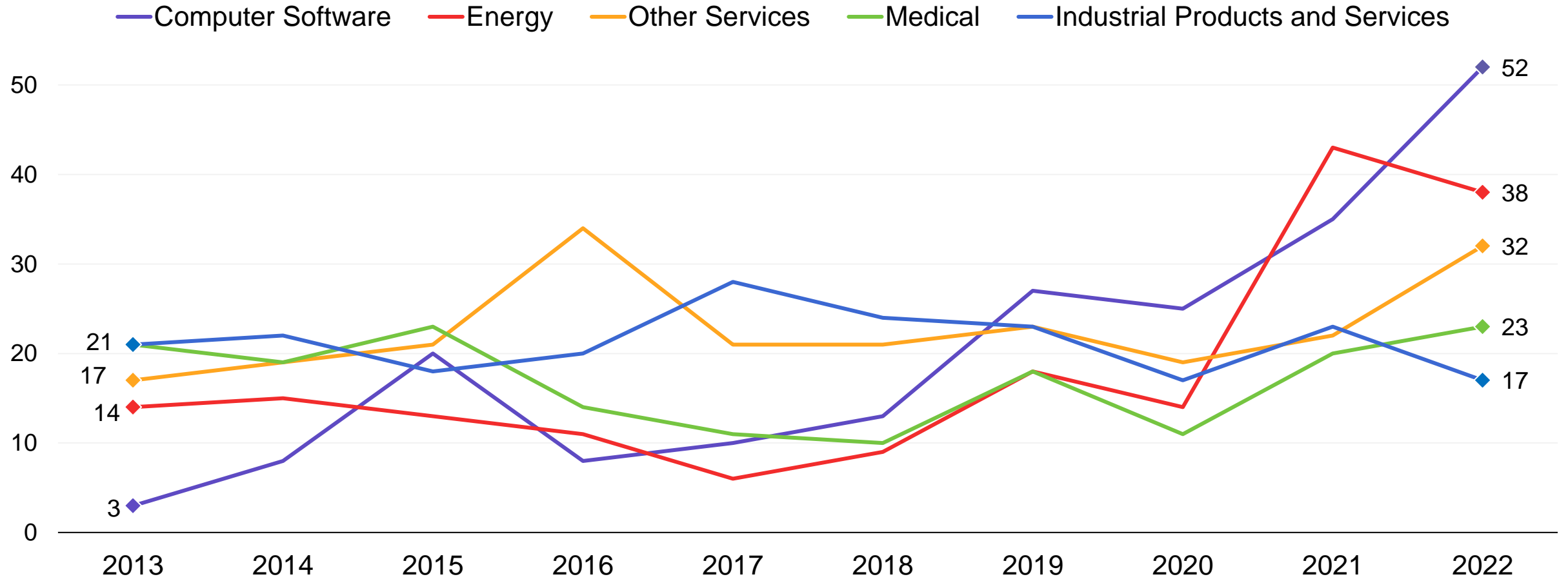
Number of M&A deals by sector, Poland, 2013-2022

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



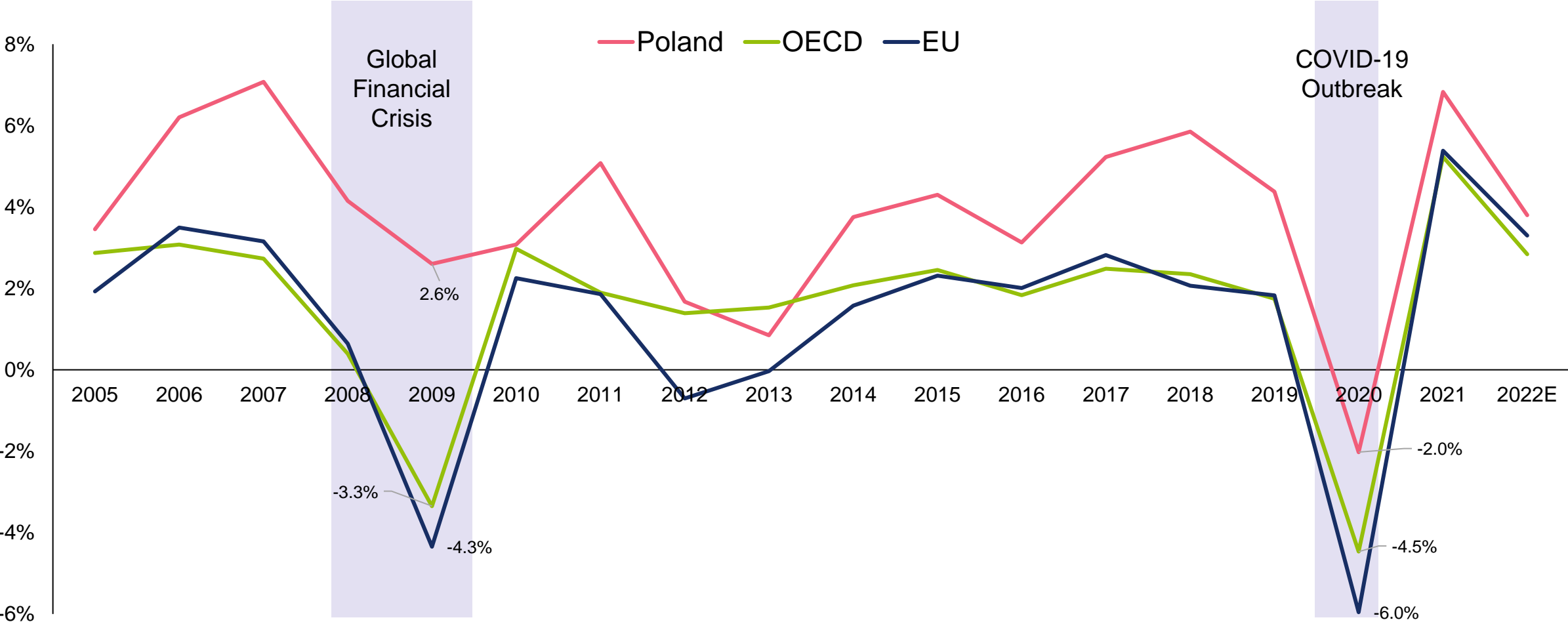
Most Active Sectors for M&A Deals

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



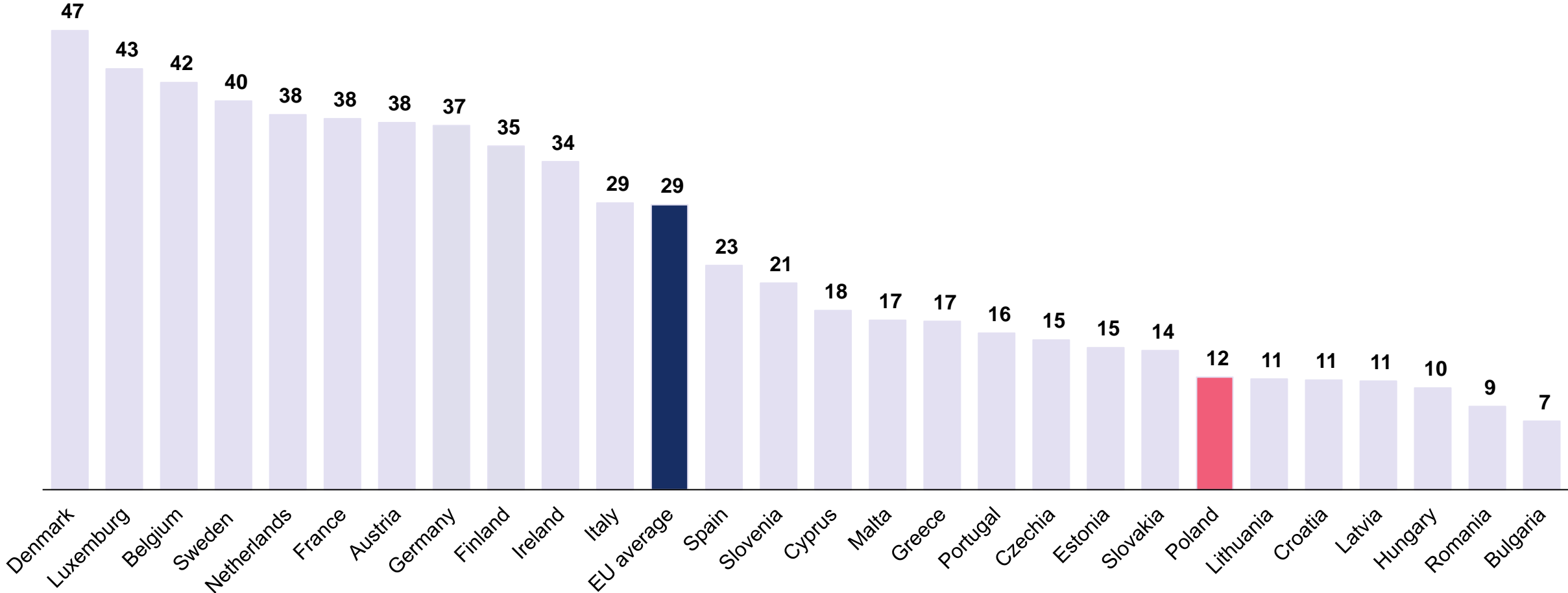
Real GDP Growth

Real GDP Growth (%), 2005-2022



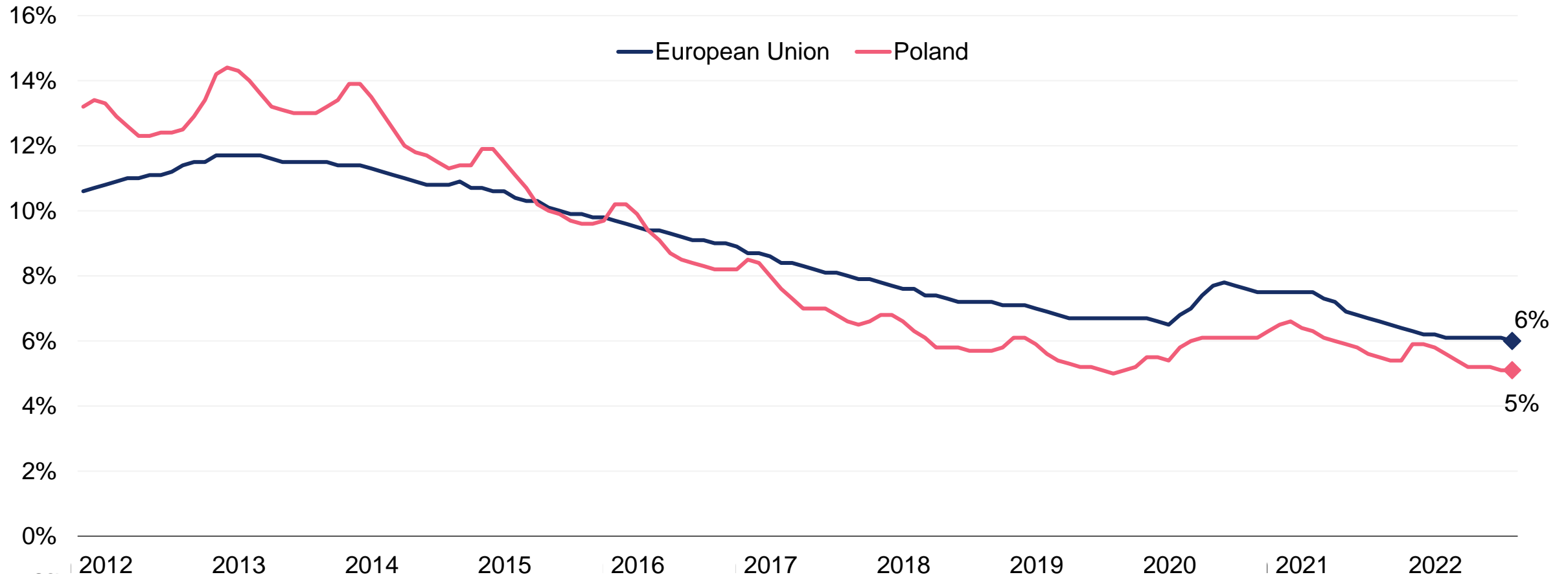
Hourly Labor Costs in EUR

Hourly labor costs in EUR, 2021



Unemployment Rate

Monthly unemployment rate (%), 2012-2022



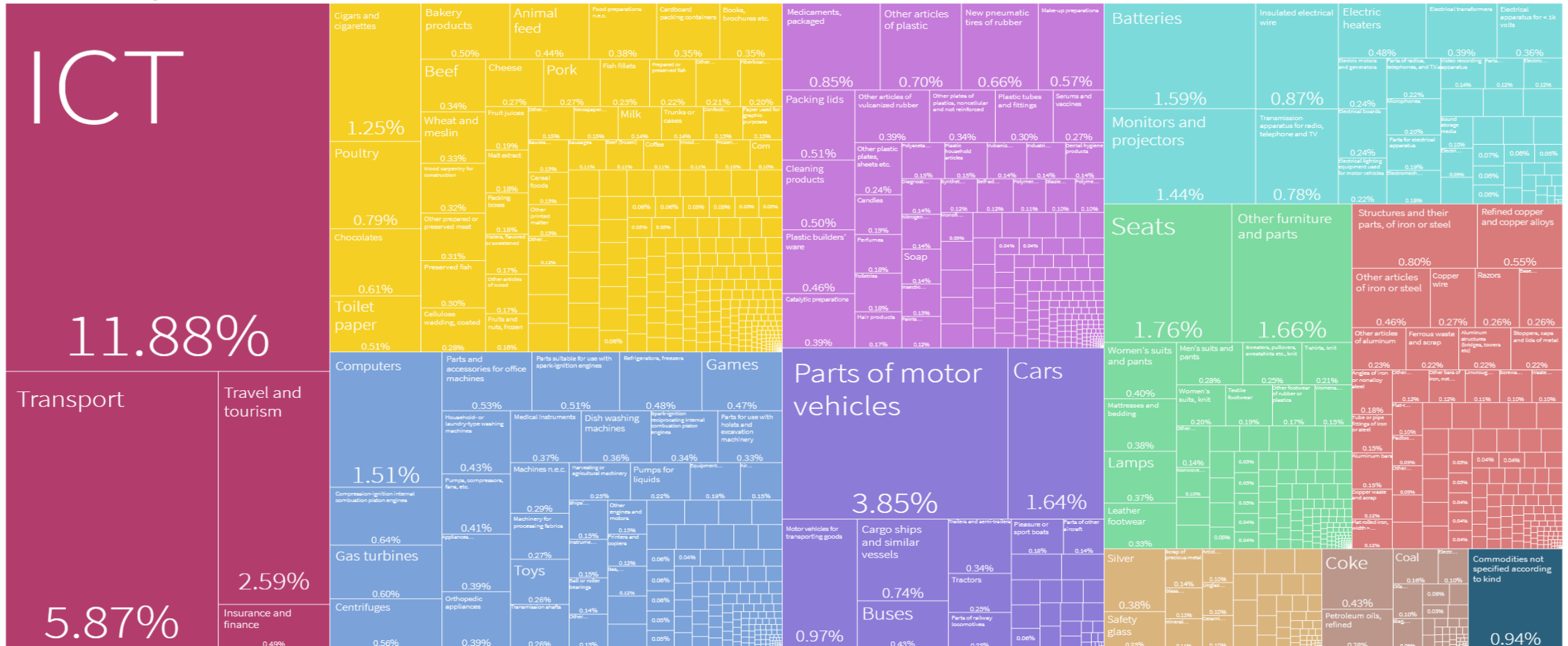
Gross Value Added

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

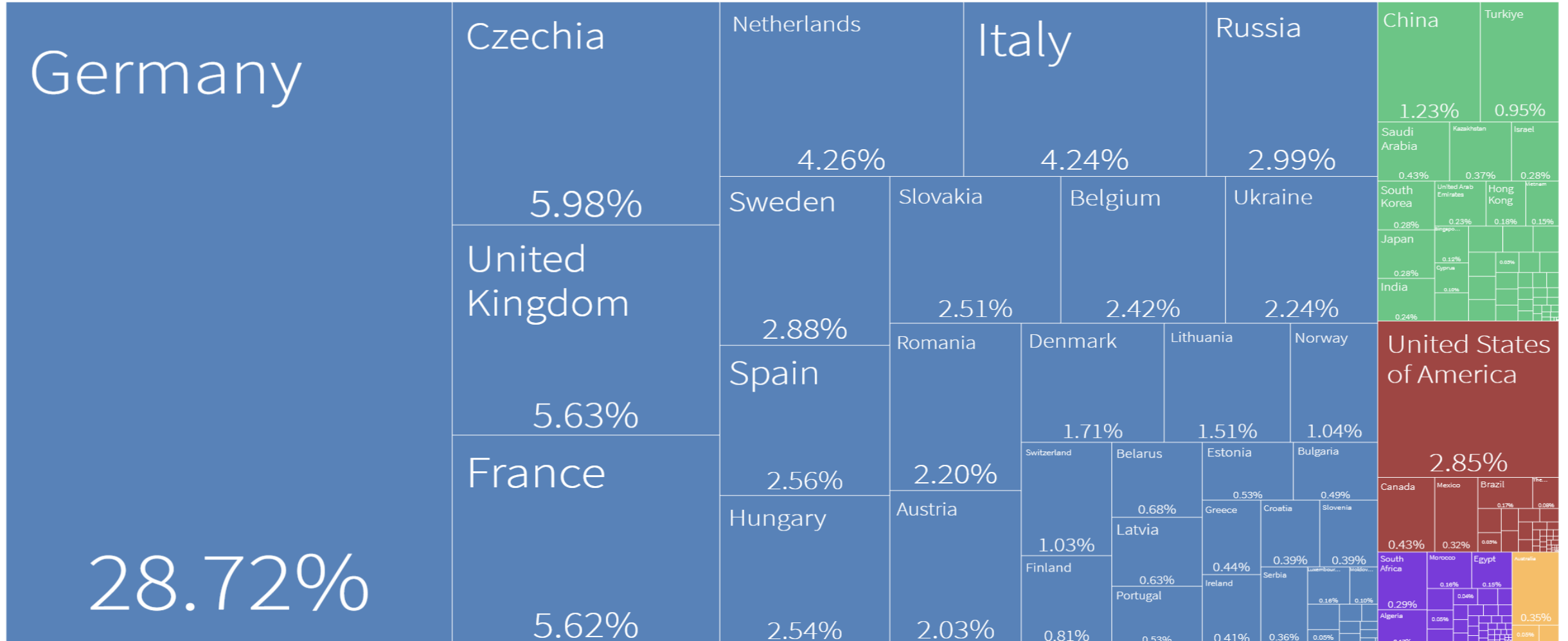
Export of Goods and Services

Export of goods and services, Poland, 2020



Importers of Polish Goods

Buyers of Polish goods, Poland, 2020

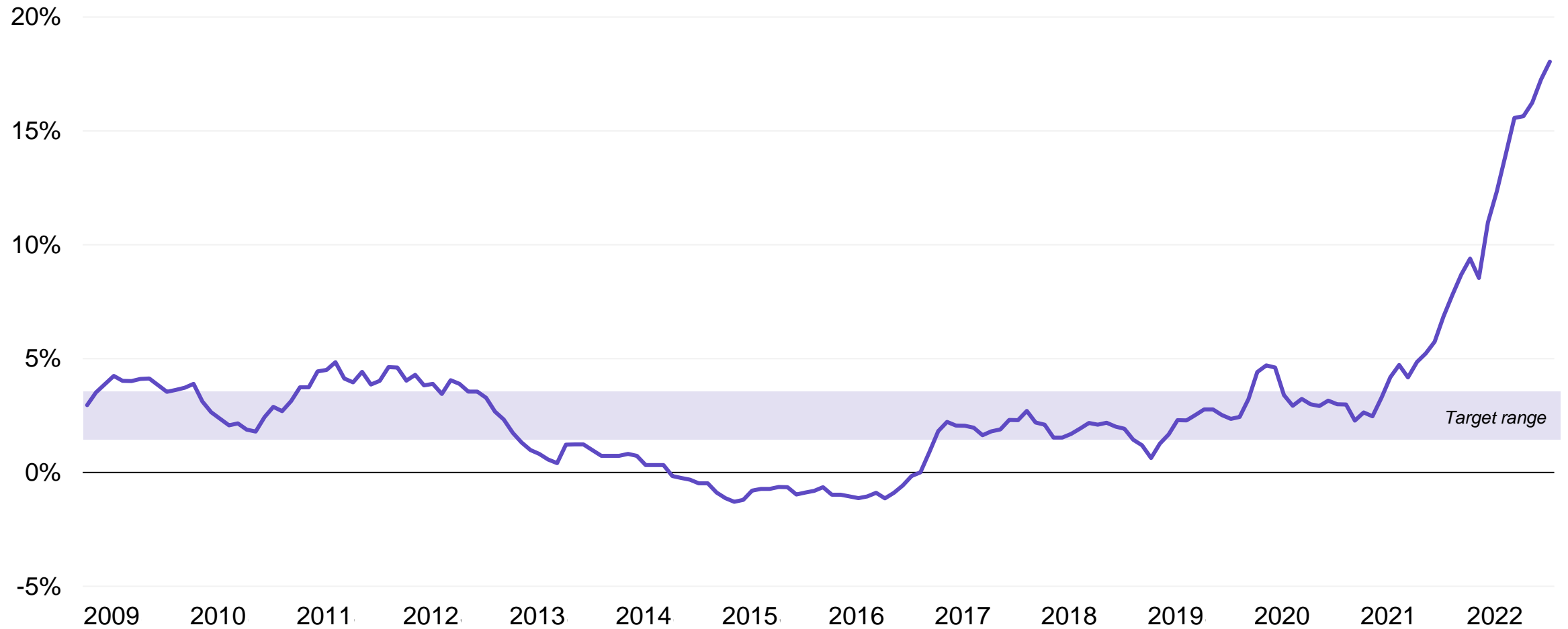


Poland in International Organizations

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

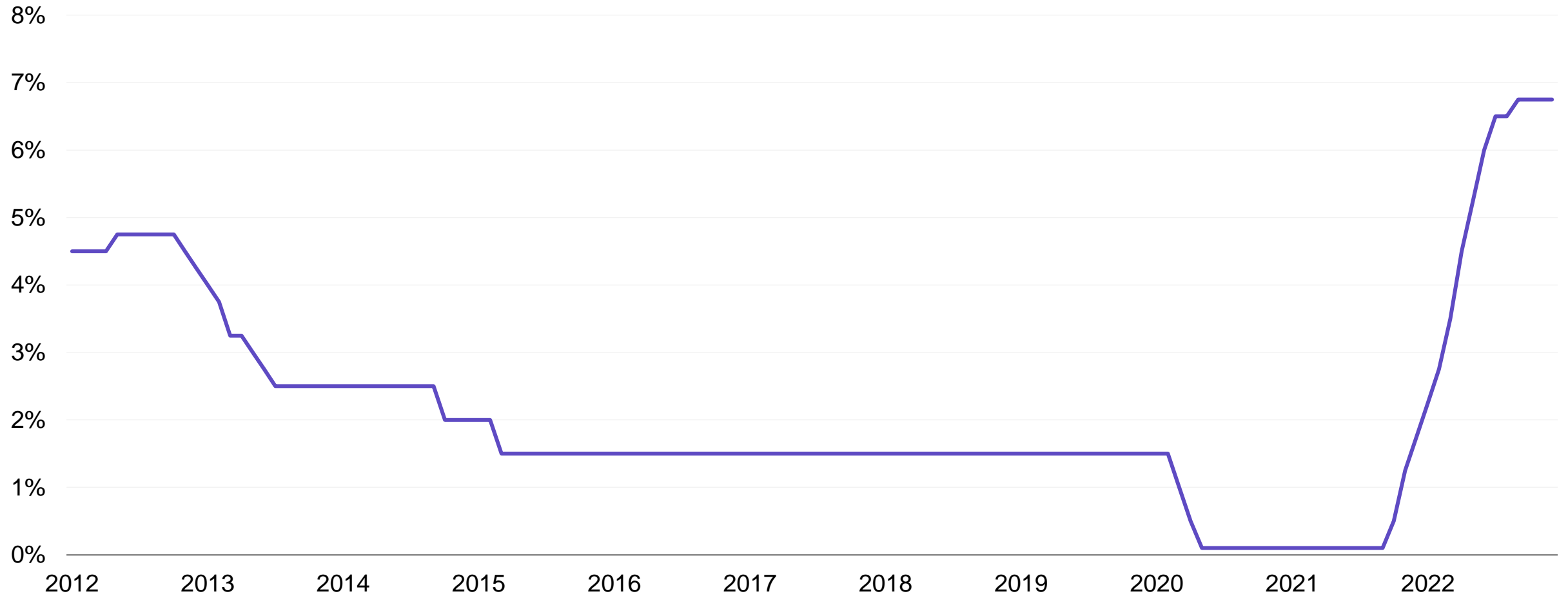
Inflation in Poland

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



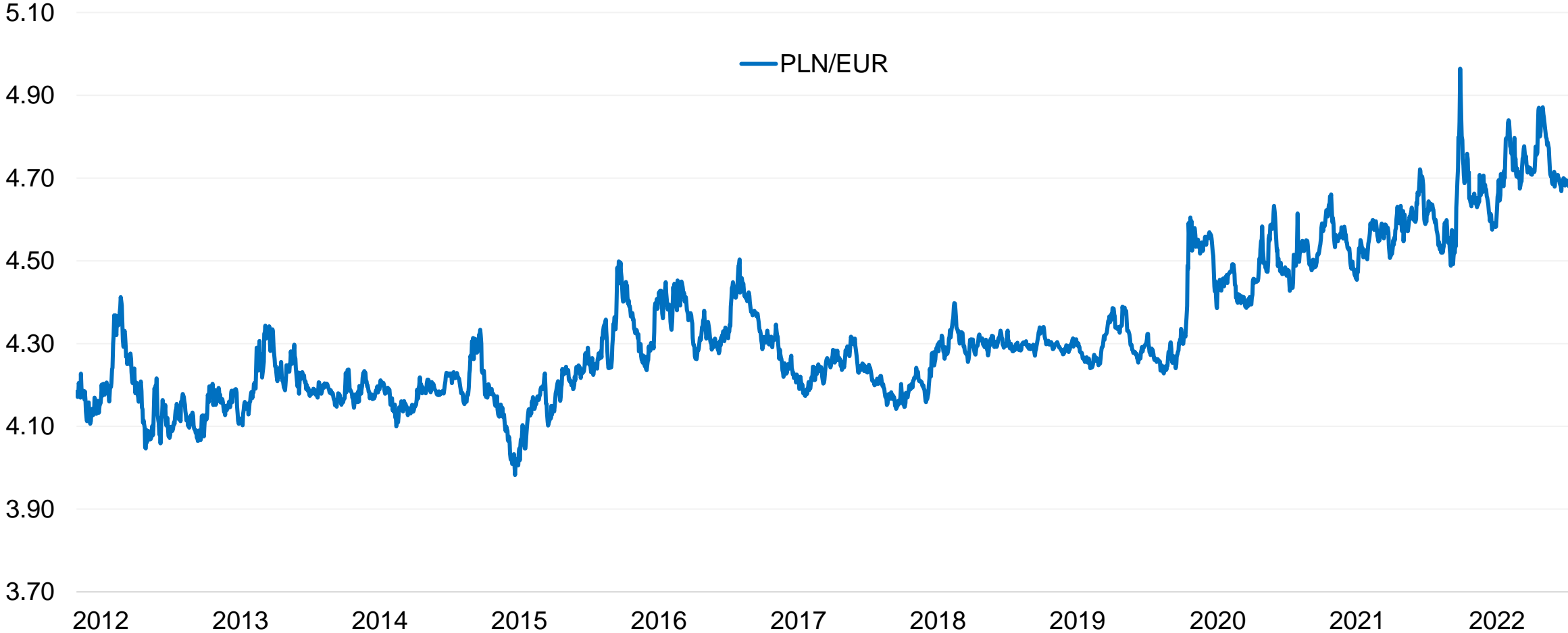
Reference Rate in Poland

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



Exchange Rate

Exchange rate, Poland, 2012-2022



Contact us

[Get in touch with our advisors](#) to discuss how much your business could be worth and how the M&A process looks.



Marcin Majewski

Managing Director

marcin.majewski@aventis-advisors.com



Filip Drazdou

Associate

filip.drazdou@aventis-advisors.com



David Runtag

Analyst

david.runtag@aventis-advisors.com

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