

Aventis Advisors

M&A in Poland

April 2024

About Aventis Advisors

We advise founders of **technology and growth** companies on company exits and strategy.

Our focus sectors are **Software and IT Services**.

Our job is to make sure you **sell at the right time to the right people** for a fair valuation.

Technology M&A focus

New York & Warsaw

Cross-border expertise

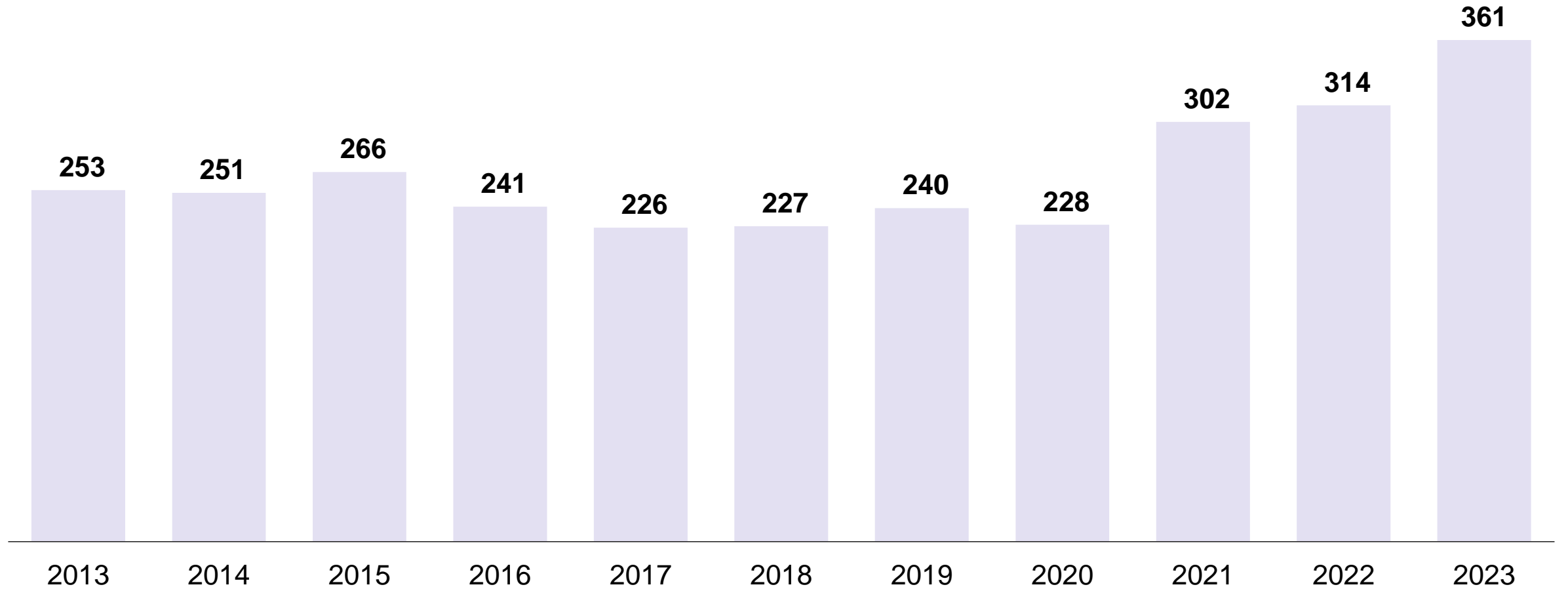
Thought leadership

Aventis Advisors



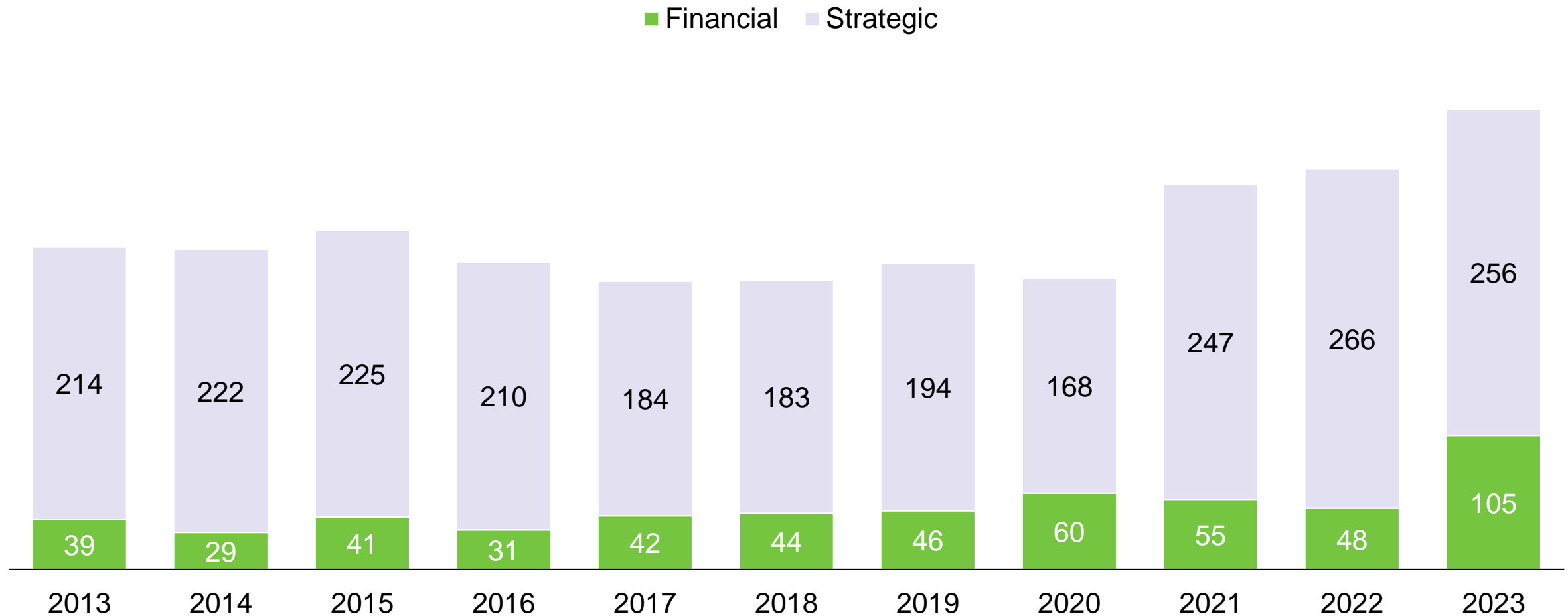
Total Number of Transactions

Number of inbound M&A transactions, Poland, 2013-2023



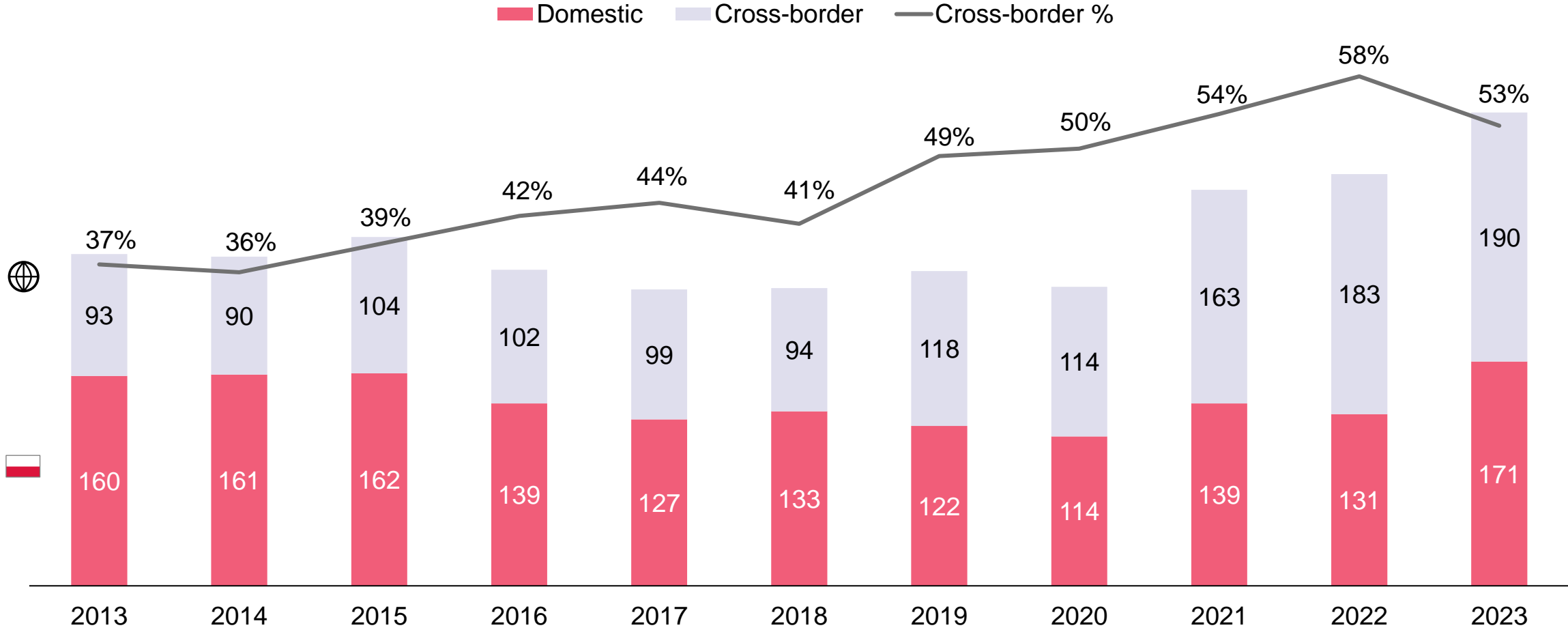
Strategic vs Financial Buyers

Inbound M&A transactions by acquirer type, Poland, 2013-2023



Domestic vs Cross-Border Transactions

Inbound M&A transactions by acquirers' location, Poland, 2013-2023

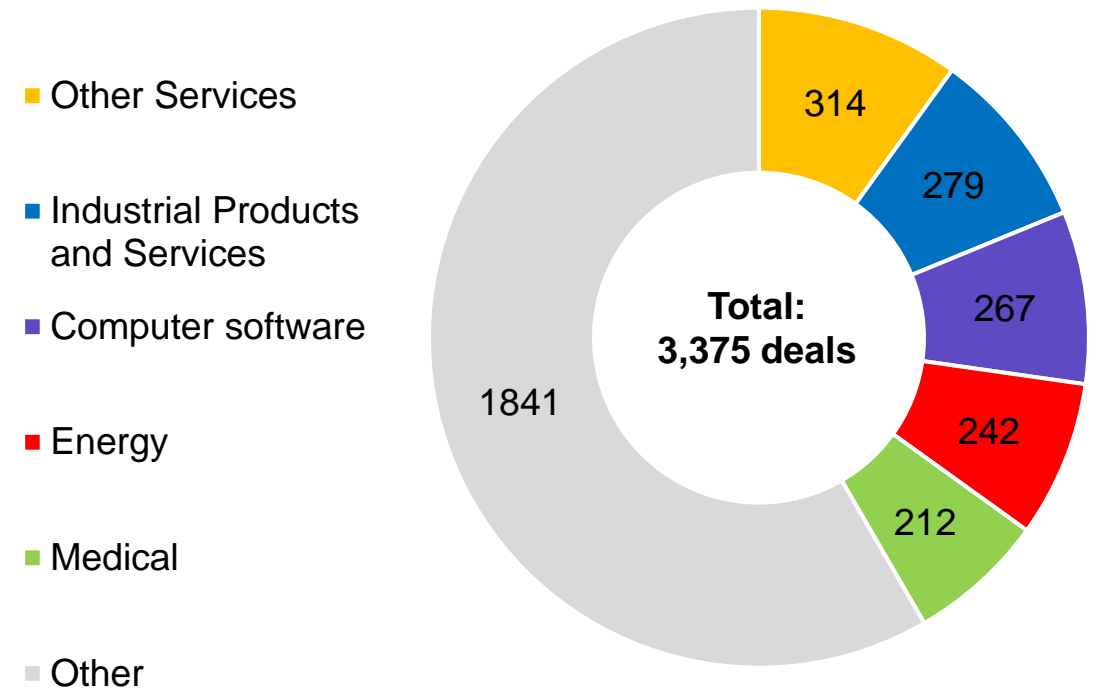


Top Foreign Investors and M&A Deals by Sector

Top 10 countries of investors, Poland, 2013-2023

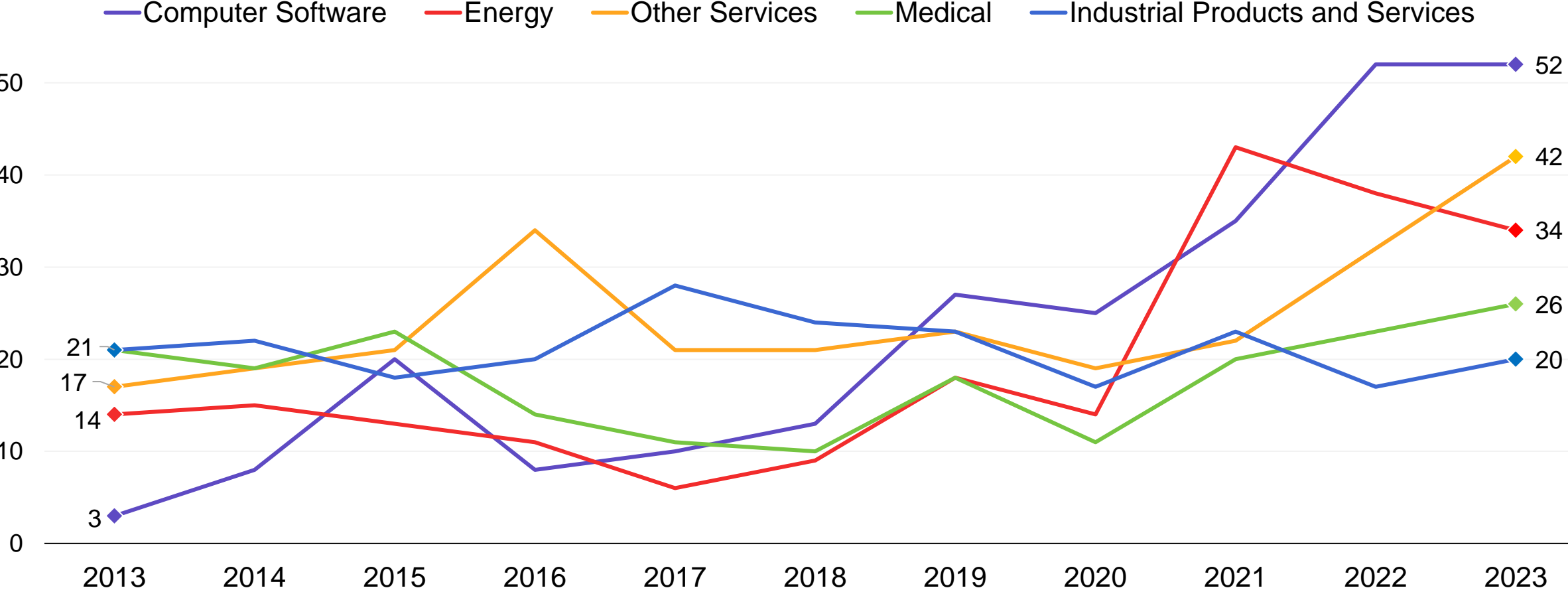
No.	Buyer's country	# of Deals	Annualized Growth (%)
1.	USA	174	12.9%
2.	United Kingdom	162	12.0%
3.	Germany	154	11.4%
4.	France	100	7.4%
5.	Netherlands	73	5.4%
6.	Czech Republic	62	4.6%
7.	Sweden	55	4.1%
8.	Italy	51	3.8%
9.	Austria	49	3.6%
10.	Luxembourg	49	3.6%

Number of M&A deals by sector, Poland, 2013-2023



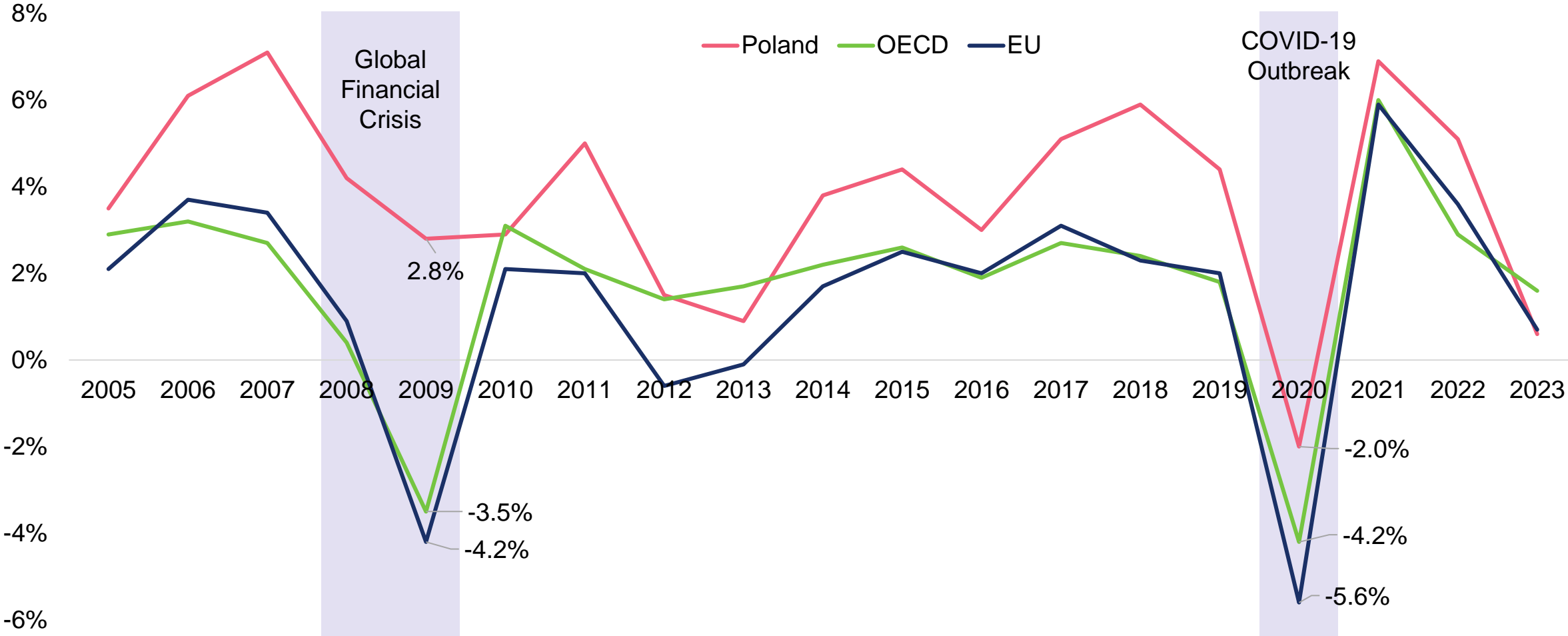
Most Active Sectors for M&A Deals

Number of inbound M&A deals by target sector, Poland, 2013-2023



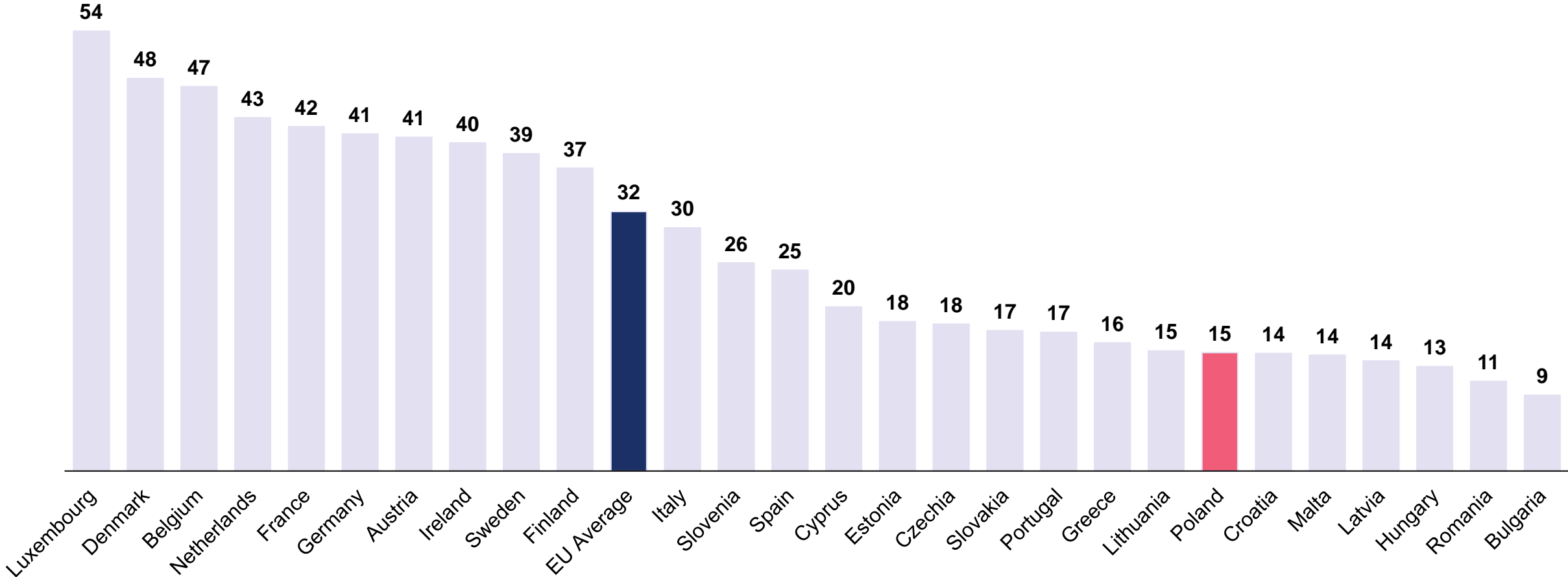
Real GDP Growth

Real GDP Growth (%), 2005-2023



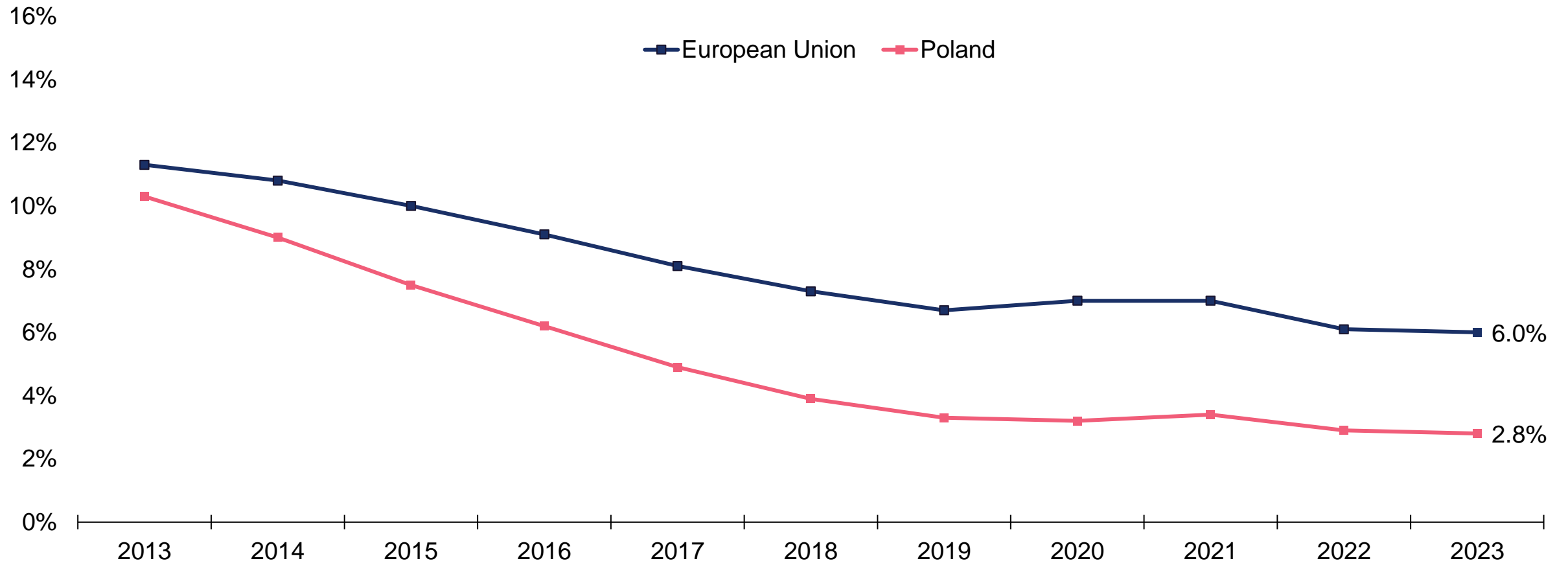
Hourly Labor Costs in EUR

Hourly labor costs in EUR, 2023



Unemployment Rate

Annual unemployment rate (%), 2013-2023



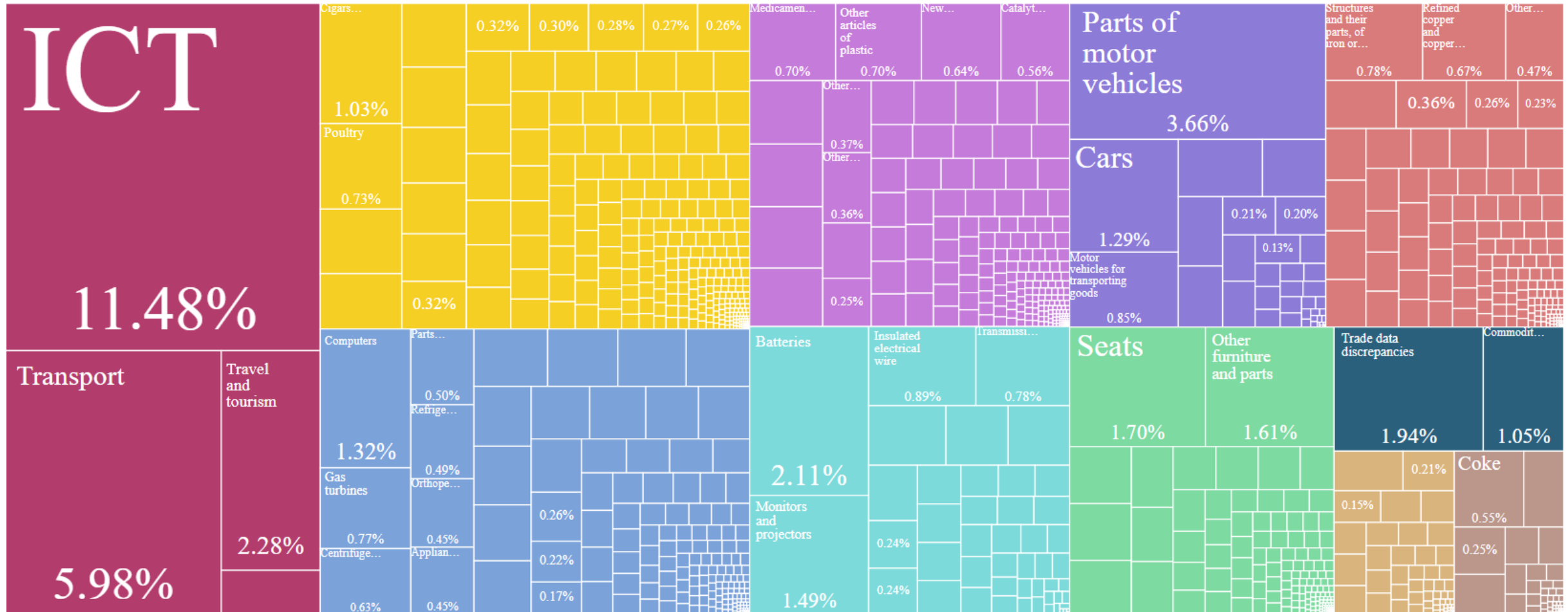
Gross Value Added

Gross Value Added, Poland, 2015-2022

	2014	2015	2016	2017	2018	2019	2020	2021	2022
Gross Value Added (in billion USD)	477	423	415	461	516	524	528	591	613
<i>Percentage contribution (%)</i>									
Services	57.7	57.2	57.0	58.8	59.6	59.1	59.1	59.4	<i>n.a</i>
Industry	25.8	26.4	27.0	25.5	24.9	24.8	24.7	25.1	<i>n.a</i>
Construction	13.2	13.6	13.0	12.3	12.7	13.4	13.2	12.9	<i>n.a</i>
Agriculture	3.4	2.8	3.0	3.4	2.8	2.7	2.9	2.6	<i>n.a</i>

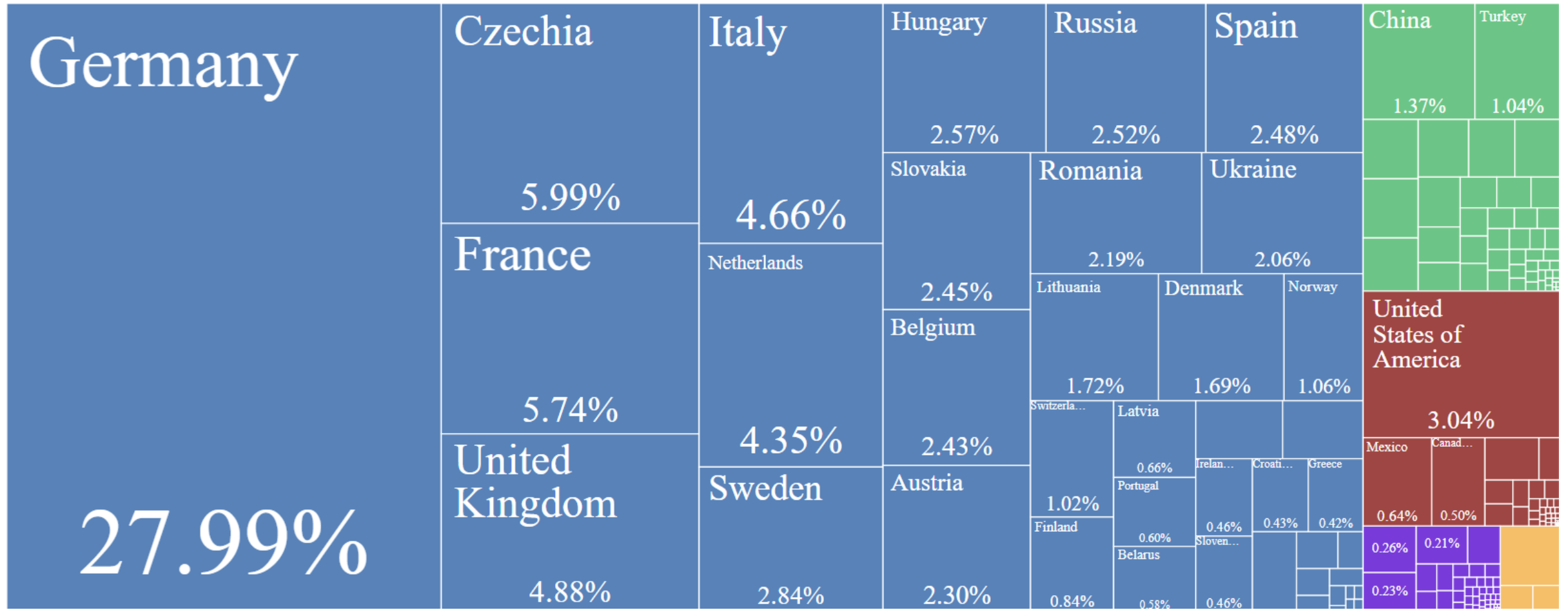
Export of Goods and Services

Export of goods and services, Poland, 2021



Importers of Polish Goods

Importers of Polish goods, Poland, 2021

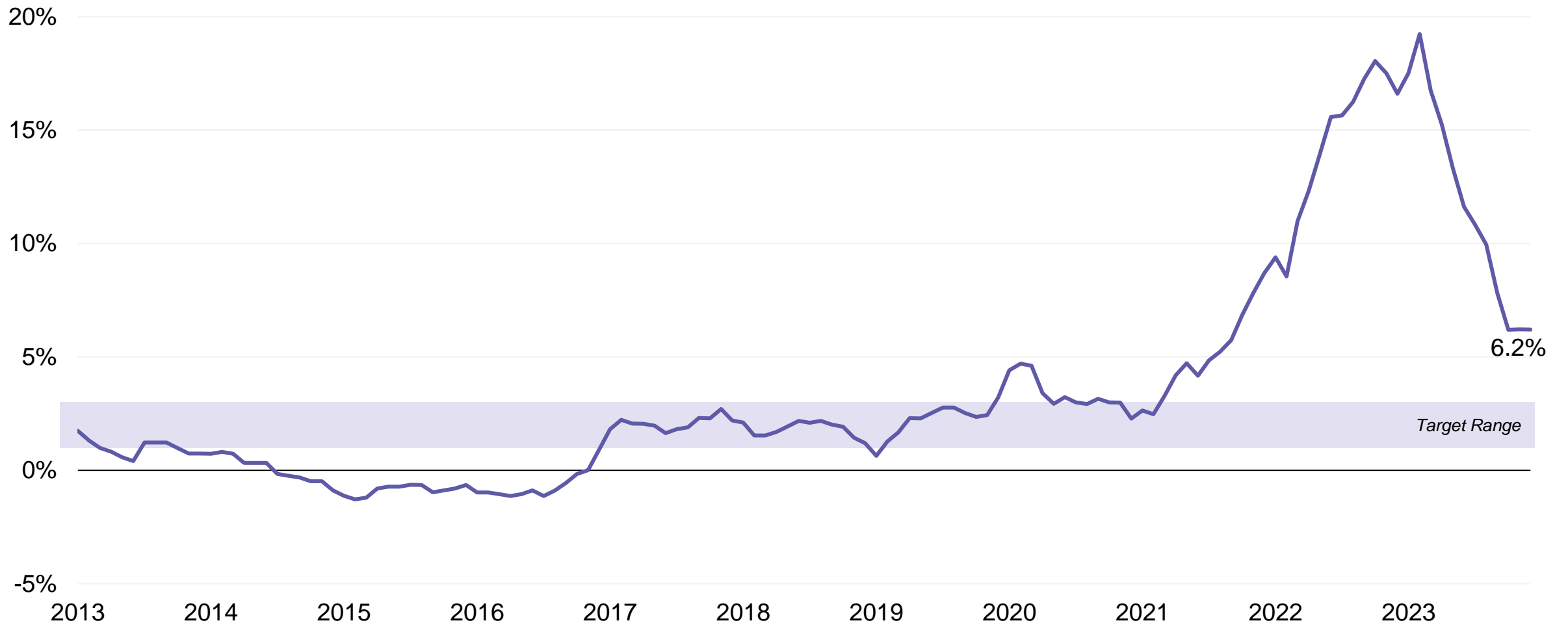


Poland in International Organizations

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

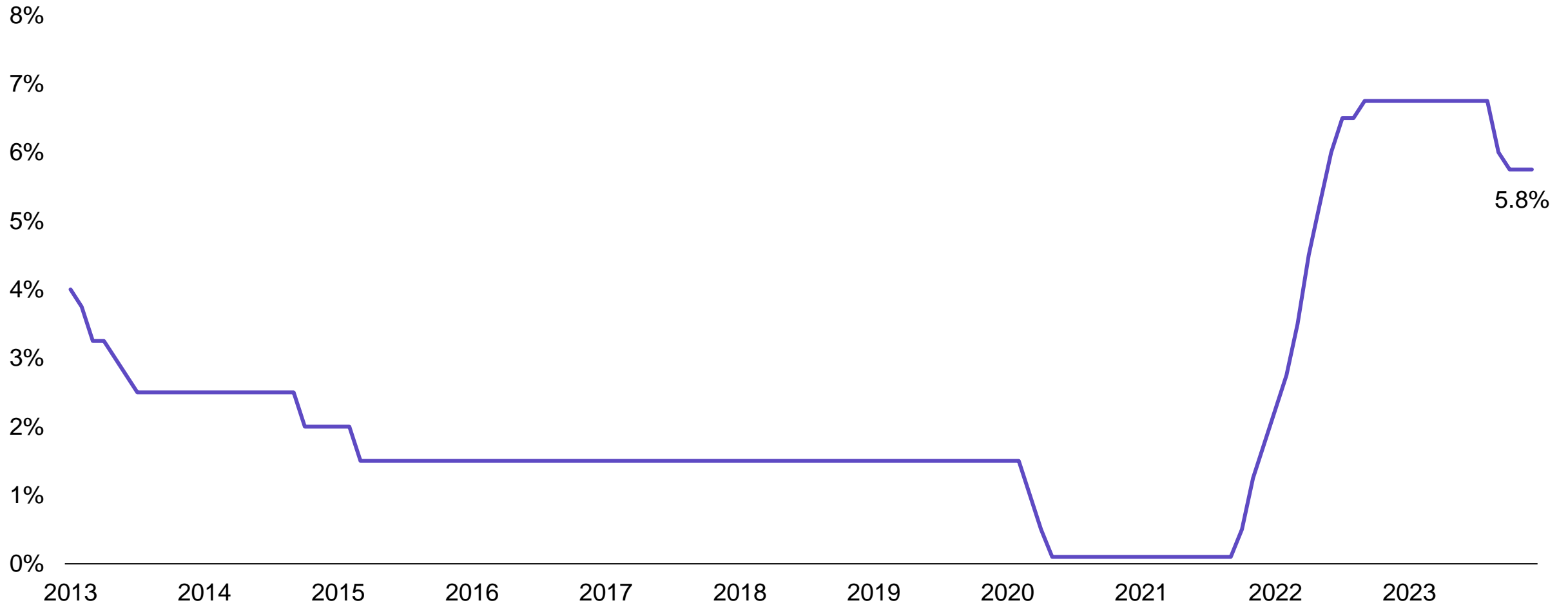
Inflation in Poland

Monthly YoY CPI change (%), Poland, 2013-2023



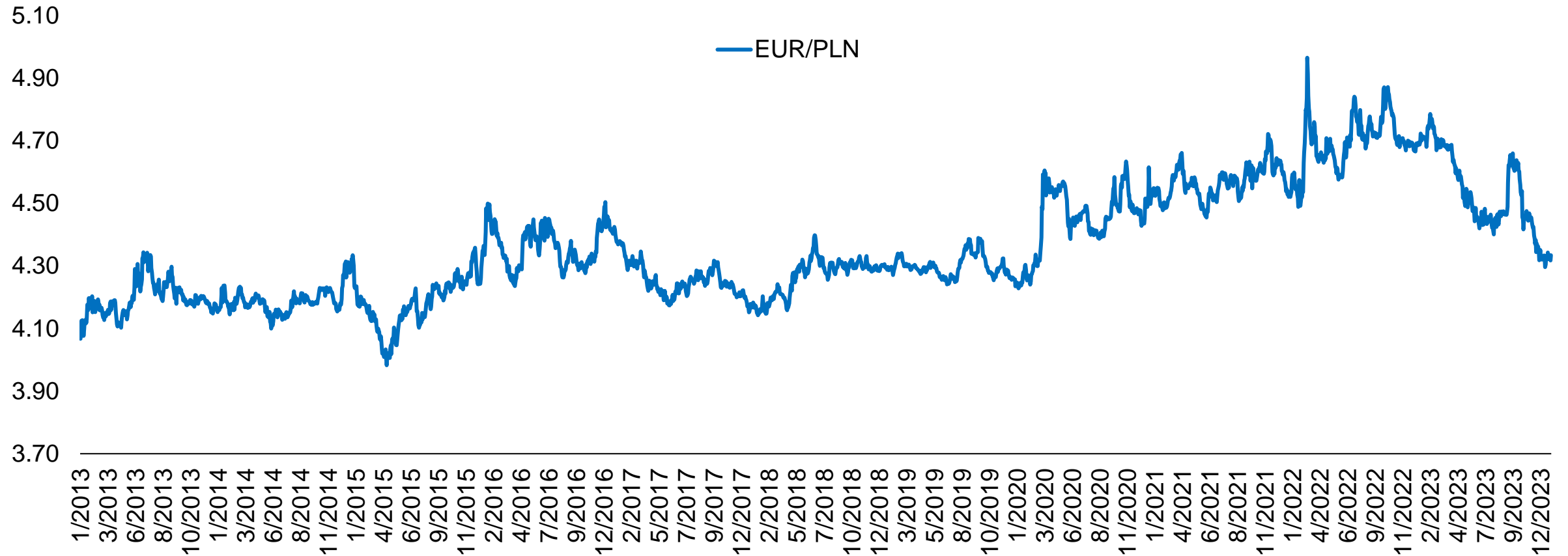
Reference Rate in Poland

Monthly reference rate (%), Poland, 2013-2023



Exchange Rate

Exchange rate, Poland, 2013-2023



Contact us

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



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