

# CEE Acquisition Finance

# Our Acquisition Finance Expertise in CEE

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## Bulgaria

- Europa Capital on their EUR 100 million acquisition of the first shopping mall: Mall of Sofia, from owners GE (50%) and an Irish PE fund (50%).
- CableTel on the financing and acquisition of fourteen telecommunication companies in Bulgaria and Macedonia with a deal value of approximately EUR 50 million.
- Advent International on the financing of its acquisition of BTC, the first leverage privatisation in CEE and the first leveraged buy out in Bulgaria as well as the subsequent refinancing thereof.
- Advent International on the financing of its acquisition of Kai Group.

## Croatia

- Erste Bank on the financing of Bancroft's acquisition of CityEX
- Erste Bank on the financing of a bid for Bnet

## Czech Republic

- Advent International on the financing of their acquisition of TES Vsetin and Mez Servis.
- Mid Europa partners on the financing in connection with their acquisition of Energy 21.
- JP Morgan Partners, AIG/MEP and Barings Communications on the financing of the acquisition of ICZ (later Karneval), the first syndicated LBO in CEE.
- Advent International on the financing of their acquisition of CCS.
- Bank Austria Creditanstalt and Erste Bank on the financing of Pamplona's acquisition of Pegas.
- Advent International on the financing of their acquisition of CCS.

## Hungary

- MOL Energy Trade – advised on a gas acquisition financing with OTP Bank.
- OTP Bank – advised on the acquisition financing of an energy company (e-Star), listed both on the Budapest and Warsaw Stock Exchange.
- Two leasing companies – advised on PDP structure purchases and leases of aircrafts and the financing thereof to Wizz Air, the Hungarian low cost airline.

- AIG/MEP and GMT Communications on the financing of their acquisition of Vivendi Telecom Hungary, the first leveraged buy out in Hungary, and subsequent leveraged recap and bond issues.
- Advent International in connection with their financing of Danubius Radio.
- A sponsor on the financing of the bid for Euromedic.
- Senior lenders on the restructuring of Borsodchem, and major Hungarian chemicals company owned by Permira.

## Latvia

- Two of the bidders on the financing of their bids for Lattelecom.

## Lithuania

- GMT Communications Partners on the financing of its bid for Bite.
- Advent International on the financing of its bid for Sanitas.

## Poland

- Polish joint – stock company on the acquisition of shares in a Polish company. We represented the company on a wide range of financing transactions concerning, among others, the establishment of securities such as financial and registered pledges over trademarks, assets, bank accounts and shares, involving relationship with the Polish major banks being a part of the transaction.
- Erste Group Bank AG on the EUR 42.5 million financing the acquisition of shares in a Polish company.
- ING and Unicredit on the financing of Advent International's public to private acquisition of listed company WSIP.
- The successful bidder on the financing of its proposed acquisition of partially listed and part state owned energy company Enea SA in Poland by way of senior debt and high yield bond (the privatisation was subsequently cancelled).
- A bidder on the financing of their bid in the privatization of Energa SA.
- Erste Bank on the financing of Innova Capital's acquisition of Marmite International.
- UniCredit on the financings of bids by (1) Carlyle (2) Arcapita and (3) Doughty Hanson for Hortex SA
- UniCredit on the staple financing of the sale of Malta Dekor and subsequently on the financing of Advent International's bid for Malta Dekor.

- Five separate banks on the financing of 3i's bid for Axtone.
- Advent International on the financing of its acquisition of Kamax and Keystone (Axtone).
- Bank Austria Creditanstalt on the financing of Enterprise Investors offer for Jelfa, the first leveraged public offer in Poland.

## Romania

- HSBC on the restructuring of joint venture and EUR 75 million loan facilities from Alpha Bank for its acquisition and operation of the Doraly shopping facility in Bucharest.
- Advent International on the financing of their acquisition of Terapia, the first leveraged public to private in CEE and first leveraged buy out in Romania.
- Erste Bank on the financing of the acquisition of La Fantana.
- Advent International on the financing of their acquisition of Labormed.
- Advent International on the financing of their bid for Sindan.
- UniCredit on the financing of a proposed acquisition of an energy company.

## Russia

- UniCredit on financing of a proposed acquisition in the media sector.
- VTB Bank on a USD 150 million investment to acquire 19.90% of Otkritie Financial Corporation, a Russian investment bank and one of the top five brokers on the Russian equity market.

## Serbia

- UniCredit as the leader of a syndicate of 19 banks including Crédit Agricole, Erste Group, Raiffeisen Group and Société Générale on a EUR 470 million acquisition finance and refinancing facility to Serbian state-owned telecom provider Telekom Srbija.
- UniCredit on the financing of the acquisition by Mid Europa Partners of Serbia Broadband, the first LBO in Serbia.

## Slovakia

- Argus Capital on the financing of their bid for the Slovak towers business.

## Slovenia

- BNP Paribas, ING, UniCredit and West LB on the financing on the acquisition by Mid Europa Partners of UPC Telemach, the first LBO in Slovenia and the first "post-Lehmann" LBO in CEE.

## Turkey

- Zentiva on the financing of their acquisition of Eczacibasi.
- Advent International and Turkven on the financing of their acquisition of Roma Plastik.
- UniCredit on the financing of Blackstone and Agrokor's bid for listed company Migros.
- Turkven on the financing of their acquisition of Domino's Pizza.
- Advent International on the financing of their bid for listed company Deva Pharmaceuticals.

## Ukraine

- PJSC Ukrsotsbank, the Ukrainian branch of UniCredit, and ING Bank N.V. on a USD 100 million corporate and acquisition financing to a leading Ukrainian agribusiness Kernel Holding S.A.

## Pan-CEE

- Advent International on the financing of their acquisition of the Provimi Pet Food group (also France and Netherlands).
- BC Partners on the financing of their acquisition of Futurelab and Synlab (also Austria).
- KKR on the financing of their proposed bid for Inbev.
- GMT Communications Partners on the financing of their acquisition of the business and media division of Springer (also Germany, Switzerland and Sweden).
- Raiffeisen Bank International on financing the acquisition of the CEE furniture retailer Lesnina with assets in the Czech Republic, Slovenia and Croatia by a leading Austrian retailer.
- BC Partners on the financing of the EUR 200 million acquisition of FutureLab, a multi-jurisdictional laboratory services provider.



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