

## Across all cycles Central Europe Private Equity confidence survey



Private Equity's role of creating wealth across all cycles is becoming all the more crucial.

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# Introduction

The latest survey reveals a gentle drop in confidence among Central European (CE) private equity (PE) deal-doers. The continued unrest in Ukraine and resultant tensions with Russia will have played a large role in deteriorating sentiment; respondents appear to be prudently adopting a slightly more defensive strategy.

Despite a dip in confidence, institutional investors still believe in the region: Mid Europa raised the region's largest dedicated fund for five years. That the €800m headline figure is smaller than its predecessor should not detract; the GP has cleverly managed investor demand with a €650m co-investment vehicle. And it is not just the large GPs raising funds; BaltCap announced an €85m second close for its latest vehicle.

The fund announcements formed just part of a hot summer for CE. Mid Europa was busy building its existing companies: the GP supported a bolt-on for grocery chain Zabka Polska as well as the acquisition of Gendiagnostica by Alpha Medical. Both deals were bolt-ons - this is reflective of the current sentiment of respondents in our latest survey: 42% expect to focus mostly on portfolio management in the coming months, up from under a third in the last survey.

The market for new deals remains a lower mid-market one, with mezzanine house Syntaxis announcing three new deals and Arx Equity backing the MBI of window covering maker Anwis Polska.



The region continues to provide concrete evidence of its ability to generate distributions for investors. In the last semester, Abris furnished LPs with returns through two listings on stock markets, namely Masterlease and Alumetal – the first two exits for the region's relative newcomer. Larger players made headlines with their own divestments, including EQT's sale of Macedonian telco Blizoo to Telecom Austria; Advent's sale of Ultimo to B2 Holding and KKR's sale of Turkish ferry operator UN Ro-Ro Isletmeleri to Actera in a secondary buyout.

These exits serve to reinforce the region's status as a place where strong returns can be made in a stable political backdrop. This is increasingly important at a time when uncertainty persists: the survey revealed worsening sentiment as regards the economy. This makes private equity's role of creating wealth across all cycles all the more crucial. We look forward to continuing to work with the region's deal-doers to keep building CE businesses.

Garret Byrne  
Partner, Private Equity Leader  
Central Europe

October 2014

# Overview

## Key findings

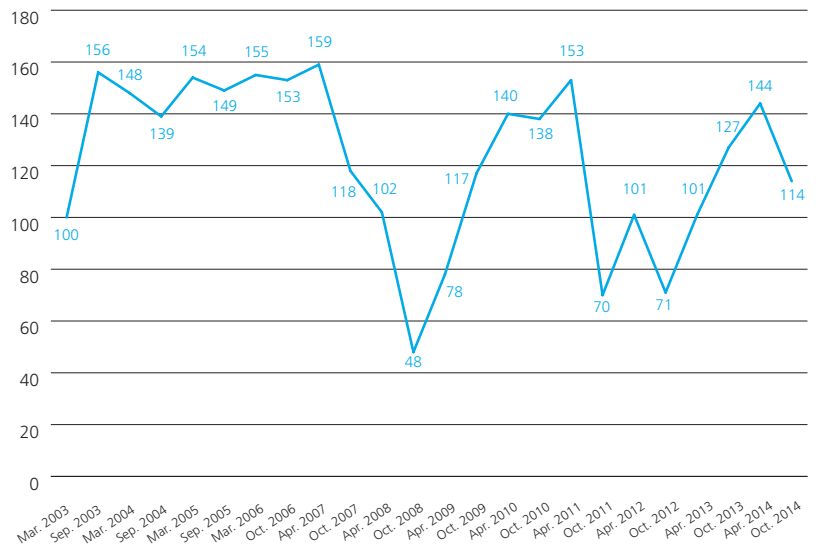
- Confidence is waning, with the index now where it was a year ago. This may be down to a perceived worsening economic backdrop and tensions to the East: there has been a doubling (to 16%) of the proportion of respondents expecting conditions to worsen. Just 11% expect the economy to improve – down sharply from 61% last survey.
- The percentage of respondents expecting market activity to increase has halved since last survey, to a third. This may be down to a slowdown in the number of fund announcements and so may pick up again once GPs currently on the fundraising trail successfully close their vehicles. Only 3% of deal-doers fear a decrease in activity, while nearly two thirds expect no change.
- A number of successful fund closes in the last year means those GPs are now focused more on putting fresh funds to work; as such, the proportion of respondents planning to focus on fundraising for this year has fallen gently from 19% to 16%.

## Central Europe PE Confidence Index

The index has returned to levels seen a year ago, with respondents less optimistic about market activity and the economy than in the last survey. Portfolio management is likely to be the focus for most deal-doers in the coming months following a focus on fresh deal doing in the last survey: the defensive strategy is now favoured by 42% of respondents, up a third on last quarter.

Nearly two thirds of deal-doers expect no change in market activity in the coming months. This is reflected in the fact that there is an increase of a third in the number of respondents expecting to focus on portfolio management. This increase was accompanied by a reduction in the number looking to primarily look at new deals.

Central Europe PE Confidence Index\*



\*The PE Confidence Index is based upon answers received from PE professionals focused on Central Europe. It is composed from answers to the first seven questions of the survey. For each period the average of positive answer ratios over the sum of positive and negative answers is computed. This average is compared to the base period, which in our case is spring 2003.

Interestingly, more than two fifths of respondents expect the efficiency of their investments to improve; among the highest proportion in the last nine years.

Confidence remains high among deal-doers, though the two-year long ascent has come to a halt. At 114 points, the index suggests world events and their impact on financial markets may have dented confidence.

Though the drop marks the first in two years, confidence remains as high as it was one year ago. The 30-point fall is substantially smaller than that seen in Autumn 2008 (48 points) and the same decrease as seen in Spring 2012.



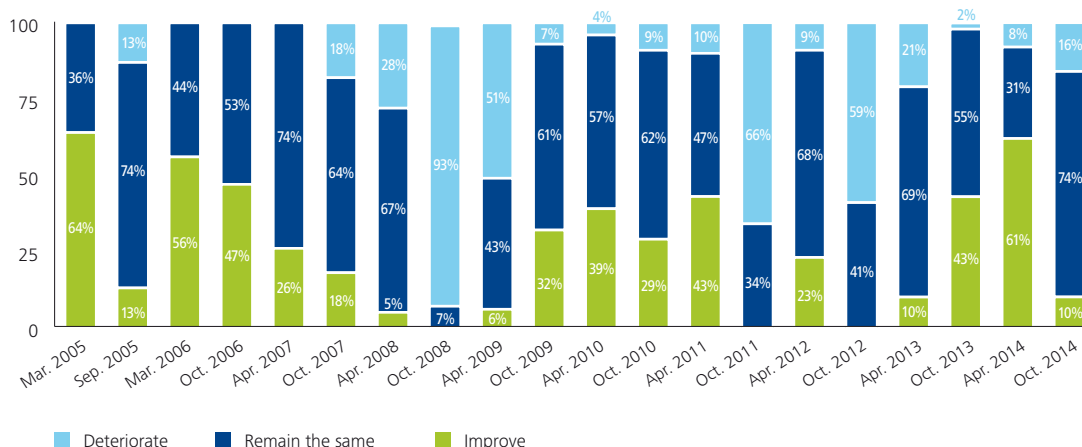


# Survey results

# Survey results

## Economic climate

Over the next 6 months I expect the overall economic climate to:\*

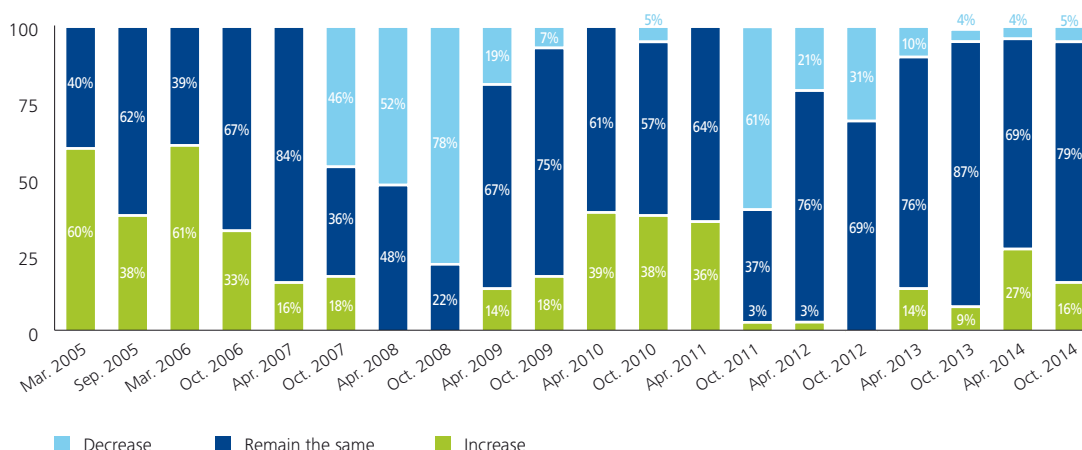


There is a general acceptance of economic conditions, with nearly three quarters of respondents (74%) expecting no change in the coming months. This stability is more than twice last survey's figure (31%).

This follows an 18-month trend of economic optimism. Currently respondents are less upbeat: just 11% expect conditions to improve, down markedly from 61% last survey. There has also been a doubling to 16% of the proportion of respondents expecting conditions to decline.

## Debt availability

Over the next 6 months I expect the availability of debt finance to:



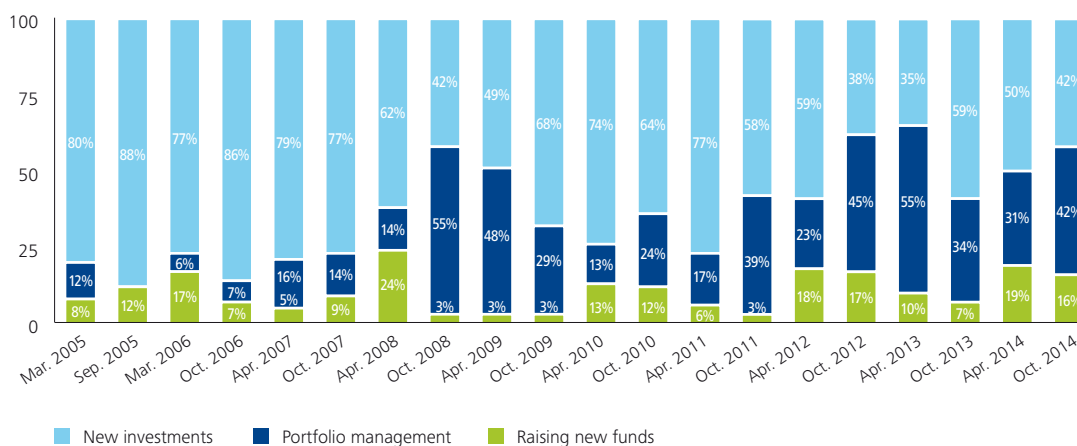
The vast majority of respondents (79%) expect no change in liquidity in the coming months. This figure has remained roughly consistent for the last three years, and, with the exception of Autumn 2011, the majority of respondents have felt liquidity has been stable since April 2009.

Following last survey's three-year high of optimism as regards debt availability, now under a fifth of respondents (16%) expect an increase in liquidity. The proportion of deal-doers expecting finance to dry up is roughly equal to last survey, at 5%.

\* Results are displayed only for the 20 most recent surveys.

## Investors' focus

Over the next 6 months I expect to spend the majority of my time focusing on:

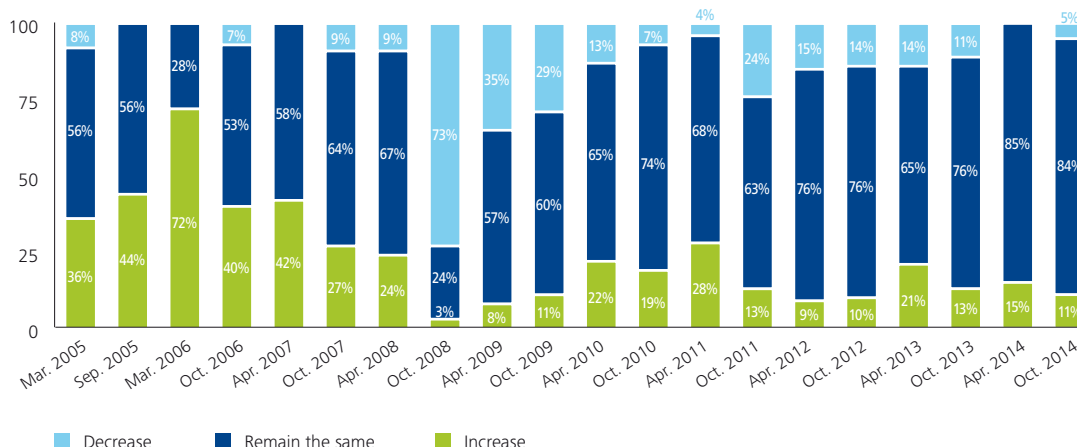


The survey reveals a renewed focus on portfolio management with an increase of a third on last survey's response. Mid Europa has been particularly active on portfolio management, making bolt-ons to existing portfolio companies. In June Mid Europa's Alpha Medical bolted on Euromedic's Czech labs; in July the house supported supermarket chain Zabka's purchase of Kefirek as well as Alpha Medical's acquisition of Slovak target Gendiagnostica.

There may be a correlation between uncertain economic times and portfolio management. There has been a decrease in focus on new investments, from 50% in the last semester to 42% now. There has been a gentle decrease in the proportion of deal-doers expecting to spend time on fundraising. This is unsurprising given a handful of fund announcements since the last survey, namely the €800m vehicle raised by Mid Europa Partners and the €85m (interim) close of BaltCap's latest fund.

## Size of transactions

Over the next 6 months I expect the average size of transactions to:



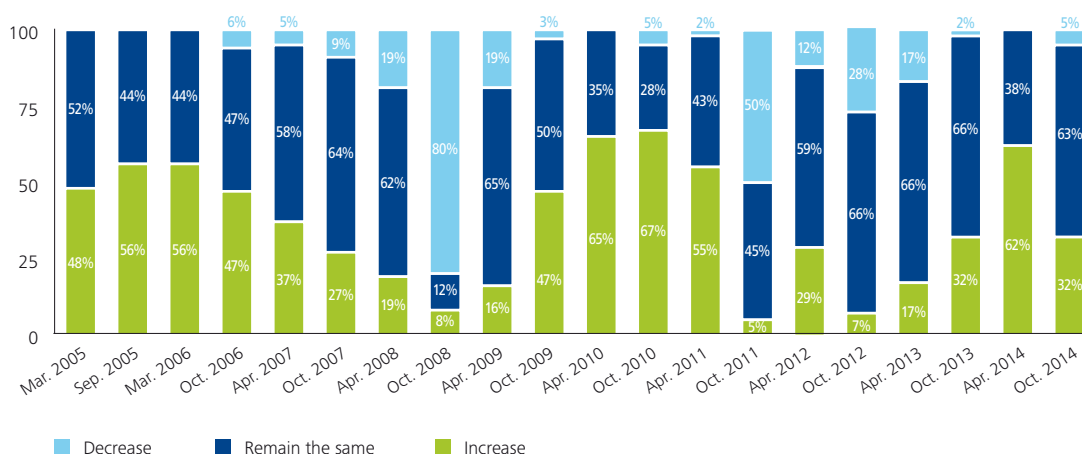
There is very little expectation of a change in average deal sizes, in line with sentiment over the last five years. This is unsurprising given CE remains a small- to mid-market opportunity for private equity, with very large deals remaining the exception and generally reserved for global buyout houses. Indeed recent deals in the region have been done by local, mid-market players, including Avallon's buyout of Polish cosmetics

business MPS from its Swedish parent and Syntaxis' backing of Glass-Team for €15m – one of three for the mezzanine house since the last survey. A small proportion of respondents (5%) expect deal sizes to decrease, while 10.5% expect average sizes to increase. These two figures suggest a general reduction in expectations of deal sizes when compared to last survey.



## Market activity

Over the next 6 months I expect the overall market activity to:



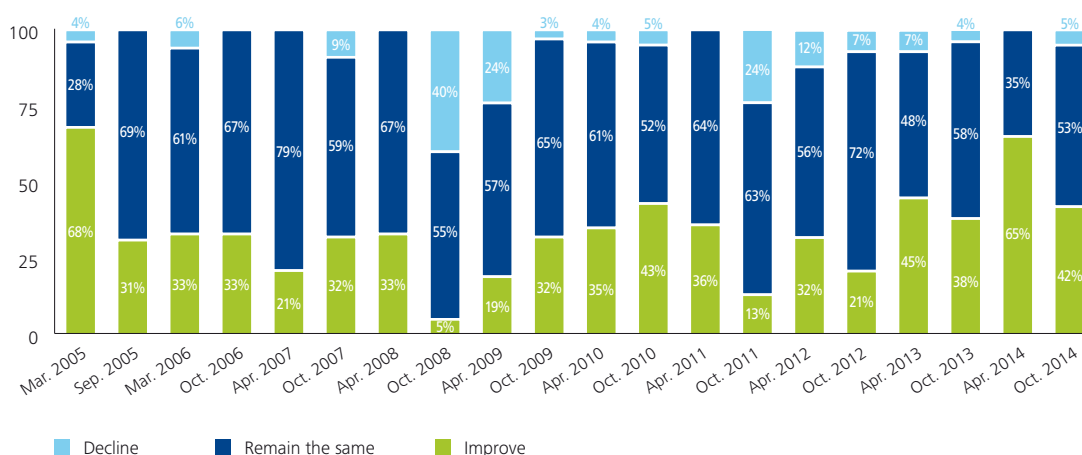
The survey revealed a perceived stabilisation of market activity, with 63.2% expecting no change in coming months. This is up markedly from last survey, when just 38.5% (the lowest level in two years) expected no change. This stability may be on the back of a slowdown in the number of fund closes: 2013 saw a handful of announcements that suggested fresh capital was available to invest.

With only one large announcement in 2014, funding levels are consistent for the moment.

There has been a halving in the number of respondents expecting market activity to increase, down to a third.

## Investment return

Over the next 6 months I expect efficiency of my financial investments to:



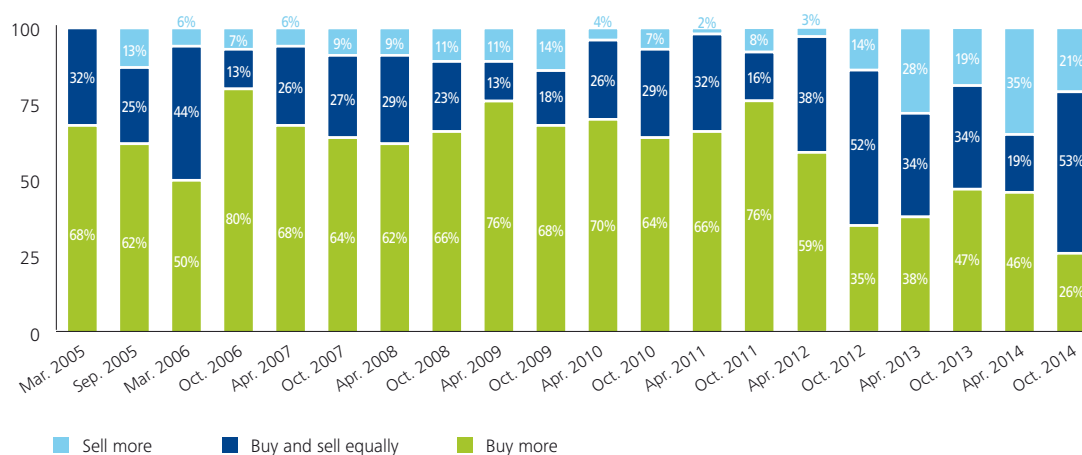
Just over half of respondents (52%) expect the efficiency of their financial investments to remain the same, up from a third last survey. Two fifths of respondents (42%) expect an improvement – though this is down a third from last survey, the proportion is among the highest in the last nine years.

Just 5% of respondents expect a decline in efficiency in the coming months.



## Investors' activities

Over the next 6 months I expect to:

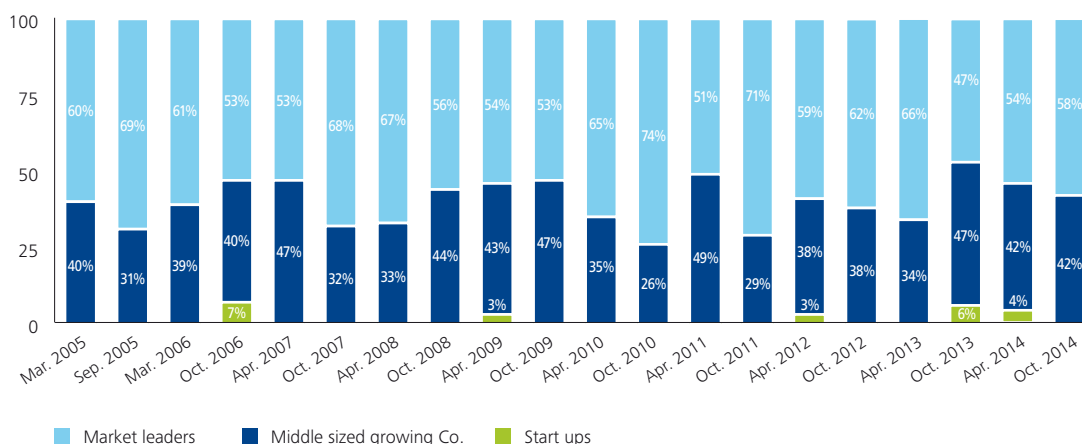


The majority of respondents (53%) expect to buy and sell equally. The relative uptick in interest in divesting may be the result of two things: Firstly, houses need to appease LPs with distributions. Some GPs are currently out seeking funds for new vehicles and furnishing existing investors with cash serves as a real boon to attracting future commitments. Secondly, exit markets have been conducive to selling. 2014 has been a tremendous one for stock markets globally, allowing many GPs to generate strong returns.

In CE, Abris achieved its first exit this year when it sold a 40% stake in car fleet management business Masterlease through an IPO in Warsaw. The business, achieved a market capitalisation of €124m. The same GP went on to achieve another success on the WSE when it listed Alumetal in July. Other GPs achieved sales to trade buyers, namely Advent International, which sold debt management business Ultimo to B2 Holding, and EQT, which sold Blizoo Macedonia to Telecom Austria.

## Competition for new investments

Over the next 6 months I expect the highest competition for new investment opportunities in:

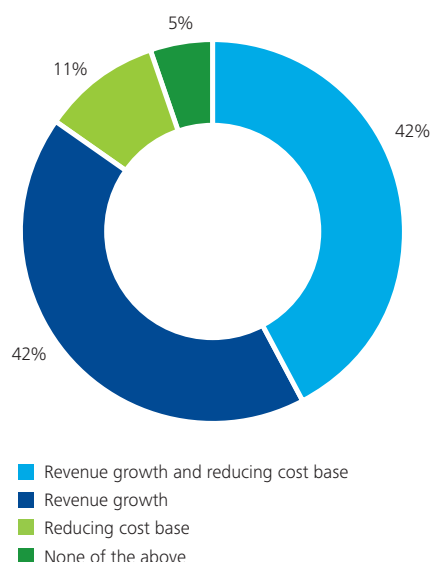


Start-ups have fallen off the radar this survey. That said, it could be good news for the small handful of VCs in CE: Earlybird has completed three deals in CE since launching its €130m fund (Flipps, Tjobs and Metrekare.com). This past summer VCs Earlybird, SeedCamp and Estonian Development Fund were handsomely rewarded

when US trade buyer Stratasys Group purchased GrabCAD, marking Estonia's largest VC-backed exit since Skype. Most recently Credo Ventures attracted a new investor in Y Soft to provide follow-on funding to a Czech software firm (Comprimato) Credo had seeded a year earlier.

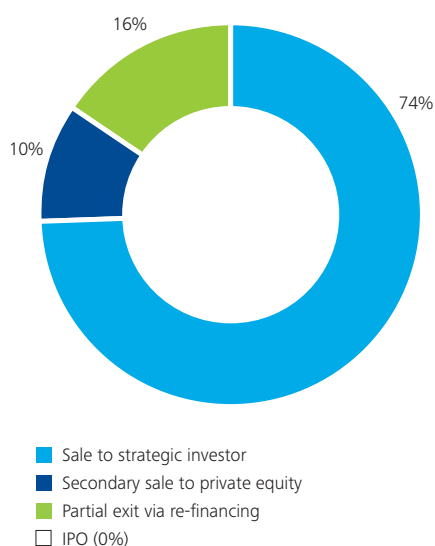
## Guest questions

**Over the next 6 months I expect our portfolio business to focus primarily on:**



Private equity firms look to improve the bottom-line by growing top line and reducing costs in equal measure (42% each). Typically PE firms tout their ability to grow businesses and generate employment, so the fact that just 10.5% plan to focus on cost-cutting is unsurprising.

**Over the next 6 months I expect the following exit routes to be most dominant:**



Nearly three quarters of respondents (74%) expect trade sales to comprise the bulk of exits in coming months. This is in line with historical divestment figures.

Just a tenth (10.5%) expect to sell to another private equity house; this form of exit is very popular in Western Europe so the low figure for CE is an encouraging sign that GPs remain confident in their ability to sell to strategic buyers instead of recycling to other houses. Interestingly, KKR sold its only investment in Turkey, ferry operator UN Ro-Ro Isletmeleri, to Actera, another buyout house, for €700m.

No respondents expect IPOs to form a critical exit route. Historically only a small number of CE businesses are sold this way, and so this reflects the reality. The findings suggest most GPs in CE have not been swayed by the uptick in stock markets in 2014 – though one, Abris, achieved two exits via IPO this year (Masterlease and Alumetal).

# Deals watch

## Selected investments (May 2014 - September 2014)

PE House	Country	Company	Period	Est. Value EUR m	Stake	Description
Avallon Sp. z o.o.	Poland	MPS International Ltd. Sp. z o.o.	September 2014	n/a	n/a	Avallon has backed the management buyout of MPS International, a Polish cosmetics business.
Credo Ventures	Czech Republic	Comprimato Systems	September 2014	n/a	n/a	Credo Ventures and corporate venturer Y Soft Venture Capital have invested EUR 1m in Comprimato systems, a Brno-based JPEG compression software business. The deal comes a year after Credo seeded the business to back its spinoff from Prague-based CESNET.
3TS Capital Partners Ltd.	n/a	Press+	September 2014	n/a	n/a	Press+, the world's largest provider of digital subscription services and Piano Media, Europe's leading media content monetization solutions provider, are combining forces. A group of investors led by 3TS Capital Partners has acquired Press+ from R.R. Donnelley & Sons Co.
Penta Investments Limited	Slovakia	Trend Holding	September 2014	n/a	n/a	Penta Investments has acquired Trend Holding, the Slovakia-based media and publishing company, from Elena Klimesova, Elena Klimesova and Oliver Brunovsky, the Slovakia-based private individuals with interests in media and publishing houses, for an undisclosed consideration.
Penta Investments Limited	Slovakia	Spolocnost 7 Plus, s.r.o	September 2014	n/a	n/a	Penta Investments has acquired Spolocnost 7 Plus (7 Plus), the Slovakia-based publishing house, from Jozef Dukes, Karol Bustin and Stefan Simak, the Slovakia-based private individuals having interest in publishing houses, for an undisclosed consideration. Under the terms of agreement, along with 7 Plus, V 3 Media has also acquired its Slovakia-based subsidiary, Centrum Holdings and Trend Holding.
EVA Grupe	Poland	Zakłady Przemysłu Cukierniczego Mieszko S.A. (34.01% Stake)	August 2014	12.24	34.01%	Bisantio Investment Limited (BIL) (part of EVA Grupe) has agreed to acquire the remaining 34.01% stake in Zakłady Przemysłu Cukierniczego Mieszko (ZPCM), a listed Polish confectioner, it did not already own. the investor had acquired a 65.9% stake in the business in June 2010. The deal values the transaction at PLN 150.80m (EUR 35.99m). Upon completion of the transaction, BIL will wholly own and de-list the target.
Nordic Capital	Czech Republic	ABB Full Service	August 2014	n/a	n/a	Nordic Capital has acquired ABB Full Service, a Czech provider of industrial maintenance outsourcing services.
Rubylight Technology Limited	Latvia	Ask.fm	August 2014	n/a	n/a	IAC Search & Media, Inc. has acquired Ask.fm from Rubylight Technology Ltd, Iija Terebins, Marks Terebins, Oskars Liepins and Valerijs Visnakovs for an undisclosed consideration.
Hartenberg Holding	Czech Republic	Iscare Clinical Center	August 2014	n/a	n/a	Hartenberg Holding-backed FutureLife has agreed to acquire Iscare Clinical Center, a Czech Republic-based firm engaged in providing medical services such as IVF, obesity treatment, gastroenterology, plastic surgery etc, for an undisclosed consideration.
Macquarie European Infrastructure Fund IV	Slovakia	Towercom, a.s.	August 2014	n/a	n/a	Macquarie European Infrastructure Fund IV, part of Macquarie Funds Group has agreed to acquire Towercom, a.s., the Slovakia-based provider of terrestrial and satellite TV and Radio broadcasting services from Hampden Investments Limited, the UK-based private equity firm for an undisclosed consideration.

PE House	Country	Company	Period	Est. Value EUR m	Stake	Description
Aurelius AG, Uni-World Capital, L.P.	Hungary	Framochem Kft	August 2014	n/a	n/a	VanDeMark Chemical Inc., a portfolio company of Uni-World Capital, has acquired Framochem Kft and its sales unit Isochem Deutschland GmbH from Isochem S.A.S., a portfolio company of Aurelius AG. Madison Capital Funding and Sumitomo Mitsui Banking Corporation provided debt for the deal while Prudential Capital provided mezzanine.
Arx Equity Partners s.r.o.	Poland	ANWIS Polska Sp. z o.o.	August 2014	n/a	n/a	Arx Equity-backed Flarna Polska, a Polish counseling business, has acquired a majority stake in ANWIS Polska, a Polish manufacturing of window covers and components, from Nautiblu..
ZGI Capital	Latvia	Latnet	August 2014	n/a	n/a	Latnet has merged with telecommunications and IT outsourcing company Stream Networks as part of a deal that will result in the formation of the second largest telecommunications service provider in the country's corporate segment. 49% of Stream Networks is owned by ZGI Capital, a Latvian PE fund.
Practica Capital	Lithuania	Fast Foods Group	July 2014	1.25	n/a	Practica Capital invested EUR 1.25m in Fast Foods Group, which represents KFC And Pizza Hut brands in the Baltics. The company plans significant growth in the Baltic region.
Practica Capital	Lithuania	Tokia.lt	July 2014	n/a	n/a	Practica Capital invested into Tokia.lt, a startup operating online marketplace for beauty professionals in Lithuania. The investment will be used to improve the product and develop new functionalities as well as expansion to foreign markets.
FlyCap	Latvia	Mailigen Ltd	July 2014	USD 0.5m (EUR 0.4)	n/a	The new player in the Latvian VC sector, FlyCap, kicked off its portfolio with a half a million seed investment in fellow landsman start up Mailigen (Mailigen Ltd, traded as Mailigen, a Hong Kong-based integrated email marketing solution provider). The round was led by FlyCap with participation from investors from Europe, Asia and the US. According to FlyCap's website the firm is investing from a €10.5 fund.
Abris Capital Partners	Romania	Urgent Curier SRL	July 2014	n/a	n/a	Abris Capital Partners, the Poland-based private equity firm, has acquired Urgent Curier, the Romania-based courier company, from Mr. Sebastian Balasescu and Ms Corina Balasescu, the Romania-based private investors having interest in companies that offer courier services for an undisclosed consideration.
21 Partners S.p.A.	Poland	EGB Investments S.A.	July 2014	7.92	83.66%	21 Partners has acquired a 58.82% stake in EGB Investments for approximately PLN 39.16m (EUR 9.47m). Other shareholders include Krzysztof Matela (14.28%) and Malgorzata Niewiarowska (2.06%). 21 Partners plans to delist EGB Investments from Warsaw Stock Exchange's NewConnect platform.
Mid Europa Partners LLP	Poland	Kefirek S.A.	July 2014 - pending	n/a	n/a	Mid Europa Partners backed its portfolio company Zabka Polska in its acquisition of Kefirek, a Polish operator of grocery stores, from Pittsfield Holding.
Mid Europa Partners LLP	Slovakia	Gendiagnostica	July 2014	n/a	n/a	Mid Europa-backed Alpha Medical, a medical labs business in Slovakia and the Czech Republic, has acquired Gendiagnostica, a genetic testing company based in Slovakia.

PE House	Country	Company	Period	Est. Value EUR m	Stake	Description
Mid Europa Partners LLP	Czech Republic	Euromedic's laboratories	June 2014	n/a	n/a	Mid Europa-backed Alpha Medical, a medical labs business in Slovakia and the Czech Republic, has acquired Euromedic's laboratories in the Czech Republic.
Mid Europa Partners LLP	Hungary	Dataneum Zrt.	June 2014	n/a	n/a	Mid Europa Partners has backed its Hungarian telco Invitel Tavkozlesi Zrt., in its acquisition of Dataneum Zrt from Hungarian consultancy Kozep-Europa Tokebefektetesi Kft.
Genesis Capital s.r.o.	Czech Republic	Swell, spol. s r.o.	June 2014	n/a	n/a	Genesis Capital has acquired Swell, a Czech engineering company.
ORESA Ventures N.V.	Romania	Europrefabricate S.R.L.	June 2014	EUR 8m	n/a	Oresa portfolio company Somaco Grup Prefabricate, a Romanian concrete materials business, has acquired Europrefabricate, the Romania-based concrete prefabricated elements maker, for a consideration of EUR 8m.
3TS Capital Partners Ltd.	Czech Republic	Visual Unity a.s.	June 2014	USD 7.2m (EUR 5.2)	49%	3TS Capital Partners has acquired a 49% stake in Visual Unity, the Czech Republic-based provider of video and digital media solutions that enable clients to manage, deliver, and monetize their digital content in the multi-screen environment. 3TS bought the business from Switzerland's IBEXUS GmbH for USD 7.2m.
Atlas Holdings LLC	Poland	MWV Bydgoszcz sp. z o.o.; MWV-Manufacturing Bydgoszcz sp. z o.o.	June 2014	n/a	n/a	Atlas-backed AGI-Shorewood Group (ASG), a US print and packaging business, has acquired MWV Bydgoszcz and MWV-Manufacturing Bydgoszcz, Polish packaging businesses for the cosmetics industry.
Tar Heel Capital	Poland	PPH Transsystem S.A.	June 2014	n/a	n/a	Tar Heel Capital-backed THC SPV2 Sp z oo has acquired PPH Transsystem S.A., a Polish manufacturer of technological transportation systems and steel elements, for an undisclosed consideration. The transaction forms a part of the bankruptcy application filed by PPH Transsystem in August 2012. The initial price tag in the auction for Transsystem was PLN 26m (USD 8.5m).
Genesis Capital s.r.o.	Slovakia	3070, a.s	June 2014	n/a	51%	Genesis Capital has acquired a 51% stake in 3070, a Slovakian retail design consultancy, for an undisclosed consideration. Management retain the remaining 49%.
ZGI Capital	Latvia	Uldis Bikernieks	June 2014	0.2	n/a	ZGI Capital, a Latvian PE fund has invested in Uldis Bikernieks SIA, a company operating in packaging industry.
Practica Capital	Lithuania	MCT	June 2014	1.45	n/a	Practica Capital invested EUR 1.45m in MCT, an operator of modern medical rehabilitation center. The funds will be used for the development, launch and operation of a modern medical rehabilitation center in Druskininkai, a popular health resort in southern Lithuania.
Business angels fund I	Lithuania	UAB Prekybos partneriai	June 2014	0.4	20.0%	Start-up.
Hartenberg Capital, s.r.o.	Czech Republic	GynCentrum s.r.o.	May 2014	n/a	n/a	Hartenberg Capital-backed FutureLife, a Czech operator of gynecological clinics, has acquired a majority stake in GynCentrum, another Czech operator of gynecological clinics, for an undisclosed consideration.



PE House	Country	Company	Period	Est. Value EUR m	Stake	Description
Hartenberg Capital, s.r.o.	Czech Republic	Reprofit International s.r.o.	May 2014	n/a	n/a	Hartenberg Capital-backed FutureLife has acquired a majority stake in Reprofit International, the Czech Republic-based company which operates reproductive centers and IVF clinics, from private individuals Marek Koudelka, David Rumpik and Stepan Machac.
Innova Capital Sp. z o.o.	Poland	Rieber Foods Polska S.A	May 2014	PLN 100m (EUR 24.1)	100%	Innova Capital has acquired Rieber Foods Polska (Delecta), a Polish desserts maker, from Orkla, a listed Norwegian consumer goods company, for PLN 100m (EUR 24.10m). Subsequent to this transaction, Innova was to sell Delecta to Bakalland S.A., a Polish fruit and nut business.
Hartenberg Capital, s.r.o.	Slovakia	Pleuran s.r.o. IMINOGLUKAN, s.r.o.	May 2014	Pleuran s.r.o. - n/a IMINO- GLUKAN, s.r.o. - 70%	n/a	Hartenberg Capital has acquired a 70% stake in IMINOGLUKAN, the Slovakia-based biotechnology company engaged in producing medicines for the immune system, and a majority stake in Pleuran, the Slovakia-based biotechnology company that produces immune-support supplements under the Imunoglukan P4H® brand, for an undisclosed consideration.
ZGI Capital	Latvia	Steel Constructor MM	May 2014	0.2	n/a	ZGI Capital, a Latvian PE fund has invested in Steel Constructor MM, a Latvian company operating in construction.

### Selected exits (May 2014 - September 2014)

Seller	Country	Company	Buyer	Period	Value EUR m	Stake	Description
Euromedic	Hungary	Montagu Private Equity LLP	Ares Life Sciences	September 2014	n/a	100%	Montagu Private Equity LLP ("Montagu") announced the sale of its holding in Euromedic International ("Euromedic" or "the Company"), the largest pan-European medical services provider, to Ares Life Sciences ("Ares"), an investment partnership of Waypoint Capital and the current majority owner of the Company. Terms of the transaction were not disclosed. The transaction is expected to complete in 2014, subject to customary regulatory approvals.
EKO Holding S.A.	Poland	Advent International Corporation	M&M Investments S.C.S.p.	August 2014	n/a	n/a	Advent International has sold its stake in EKO, a Polish supermarket chain, to M&M Investments, a Luxembourg-based holdco, for an undisclosed sum.
Towercom, a.s.	Slovakia	Hampden Investments Limited	Macquarie European Infrastructure Fund IV	August 2014	n/a	n/a	UK private equity firm Hampden Investments has sold Towercom, a Slovakian provider of terrestrial and satellite TV and radio broadcasting services, to Macquarie (through its European Infrastructure Fund IV and Real Assets (Europe) Limited).
Framochem Kft	Hungary	Aurelius AG, Uni-World Capital, L.P.	VanDeMark Chemical Inc.	August 2014	n/a	n/a	Investment company Aurelius AG realised a partial exit of Isochem through the sales of Framochem and its sales unit Isochem Deutschland to VanDeMark Chemical, a portfolio company of Uni-World Capital. Madison Capital Funding and Sumitomo Mitsui Banking Corporation provided debt for the deal while Prudential Capital provided mezzanine.
MediMass Ltd.	Hungary	Euroventures Capital Ltd, FastVentures Eurocapital Zrt.	Waters Corporation	July 2014	17.08	n/a	Euroventures Capital and FastVentures Eurocapital have sold MediMass, a Hungarian developer of in-vivo analysis technology, to Waters Corporation, a listed US trade buyer, for USD 23m cash.
Ceramica Iasi (84.88% Stake)	Romania	Advent International Corporation, Asia Debt Management Hong Kong Ltd	Asia Debt Management Hong Kong Ltd	July 2014	15.48	84.88%	Advent International has sold its 84.88% stake in Ceramica Iasi, a listed Romanian brick manufacturer, to Asia Debt Management Hong Kong Ltd in a RON 67.884m (EUR 15.47m) deal. The implied equity value of the transaction is approx EUR 79.974m (EUR 18.23m).
KCW Ultimo	Poland	Advent International Corporation	B2 Holding ASA	July 2014	n/a	n/a	Advent International and private Polish investor Janusz Tchorzewski have sold KCW Ultimo, a Polish debt collection business, to Norwegian trade buyer B2 Holding ASA (B2H).
Blizoo Media and Broadband EAD	Macedonia	EQT Partners AB	Telekom Austria AG	June 2014	n/a	Blizoo Media - 100%	Swedish buyout house EQT has sold Macedonian telco Blizoo Media and Broadband EAD to Telekom Austria (NB: Blizoo Media in Bulgaria is not part of the transaction).
Alumetal SA	Poland	Abris Capital Partners	n/a - IPO	June 2014	n/a	55.6%	Abris Capital Partners has divested its entire shareholding in Alumetal SA, a Polish aluminium business, via a flotation on the Warsaw Stock Exchange. The target achieved a market capitalisation of PLN 528 million (€128 million).
Rieber Foods Polska S.A	Poland	Innova Capital Sp zoo	Bakalland S.A.	May 2014	PLN 84.09m (EUR 20.1)	45%	Innova Capital has sold Rieber Foods Polska (Delecta), a Polish desserts ingredients business, to Bakalland, a Polish fruit and nut company, in a PLN 84.09m (EUR 20.1) deal.

#### Fund raising (May 2014 - September 2014)

Company	Fund	Value (EUR m)	Status	Time	Description
Mid Europa Partners	Mid Europa Fund IV	800	final closing	August 2014	Mid Europa Partners has raised €800m for its latest vehicle, Mid Europa Fund IV. The Fund is complemented by an additional pre-allocated co-investment program of €650m.
BaltCap	Private Equity Fund II (BPEF II)	85	second closing	July 2014	BaltCap has reached a second close for its latest fund, BaltCap Private Equity Fund II (BPEF II) on €81.5m. The vehicle has a target of €100m.

# Contacts

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# Additional resources



## CE Top 500

[www.deloitte.com/cetop500](http://www.deloitte.com/cetop500)

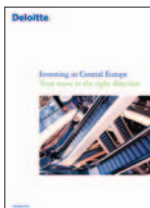
The Deloitte Central Europe Top 500 is our essential annual publication that provides insights into the key factors affecting the corporate business community across the 17 countries of the Central European region plus Ukraine. It includes a ranking of the region's 500 largest companies and financial institutions, analysis of the ranking by industry, information on our Index of Success award and winning companies, and insights on industry trends and challenges from executives from some of the region's largest companies.



## CE CFO Survey

[www.deloitte.com/cecfo](http://www.deloitte.com/cecfo)

The Deloitte CE CFO Survey is a unique collection of 13 locally tailored reports reflecting the opinions of almost 600 CFOs of leading companies in the Central European region. The findings are based on the fifth edition of a Deloitte survey undertaken from October to November 2013 in 13 countries in the region – Albania & Kosovo, Bosnia and Herzegovina, Bulgaria, Croatia, Czech Republic, Hungary, Latvia, Lithuania, Poland, Romania, Serbia, Slovakia and Slovenia. The survey captures shifts in CFOs' opinions on factors including risks, GDP growth and financing priorities. It has become a benchmark for agile decision-making that takes into account the financial attitudes of major corporations across Central Europe.



## Investing in Central Europe

[www2.deloitte.com/global/en/pages/about-deloitte/articles/investing-in-ce-2014.html](http://www2.deloitte.com/global/en/pages/about-deloitte/articles/investing-in-ce-2014.html)

The key drivers for investors making cross-border direct investments are usually either to gain access to new and growing markets, or to reduce costs. The countries of Central Europe score highly on both. This publication offers a useful guide for potential investors with Central Europe on their radar.



## Global Economic Outlook Q3 2014

<http://dupress.com/articles/global-economic-outlook-q3-2013-overview/>

The third quarter edition of the Global Economic Outlook offers timely insights from Deloitte Research economists about China, Japan, the United States, Eurozone, The United Kingdom, India, Russia, and Brazil. In addition, this issue features a special section called "Consumers and the recession: Trends in Eurozone consumer spending."





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