

Construction sector / SME: 200 mlns Euros

Context and goal of the project

- ✓ Ambition to sell one of the polish entity of the groupe based in the south of Poland
- ✓ Very low knowledge of local players
- ✓ Will to ensure that the entity and its employees will continue activity on the polish market
- ✓ Act fast in order to not decrease the value of the entity

Support from the VALIANS INTERNATIONAL's experts

- ✓ Audit of the polish entity and the management team to have a clear picture of the company and its value
- ✓ Definition of the profile of potential buyers – big and local players in construction industry
- ✓ Screening of a long list of over 200 potential targets
- ✓ Approach on sales mandate with owners and CEO's
- ✓ Qualification of most interested buyers
- ✓ Arrangement of B2B meetings and support until final negotiations with last 2 potential buyers
- ✓ Strategic support and consulting
- ✓ Coordination and supervision of due dilligence
- ✓ Follow-up until finalization of transaction

Results

- Deal completed with a local player in the construction sector
- Management team and employees maintained
- Value of the transaction: 1,2 mlns Euros

Timing : 8 months

