

INTRODUCTION :

For Poland, 2023 is a radiant year for mergers and acquisitions. These steadily rising figures can be explained by several factors. The receding COVID-19 crisis and a relative easing of tension in the war in Ukraine are driving forces behind the revitalization of these large-scale operations. Despite the turbulence of recent years, the Polish transaction market continues to lead the Central and Eastern European region in terms of both the number of M&A transactions and their overall value.

The special features of mergers in Poland

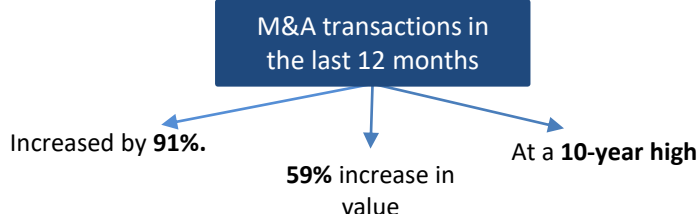
95 M&A transactions in Q1
(9 more than a year ago and up to 19 more than in the same period in 2021)

Around 340 estimated for the whole year

Transaction values reached a ten-year high of **PLN 74.9 billion**

8 M&A deals exceeded the 300 million euro mark

Poland, a market for mergers and acquisitions?



For financial investors in Poland, the main motives are profit from the planned resale and consolidation of the industry within their investment portfolio.

At present, companies can be bought more cheaply than in good times.

The future development of the M&A market will depend on the availability of raw materials, energy prices, inflation and the implications of the ongoing war in Ukraine.

2023: Key figures in Poland



➤ KPMG in Poland indicates that the **new technologies sector** will be the most attractive for investors in Poland.

➤ **Poland remains the main driving power of the M&A market** in Central Eastern Europe, with every third transaction in the region taking place here

➤ In the coming months, we can also expect to see the greatest number of transactions **in the e-commerce, IT, healthcare and renewable energy sectors.**

➤ The average time required to complete an M&A deal on the Polish market is **10 months.**

➤ The main reasons for the failure of a transaction are **overly high price expectations** on the part of the seller, changes in the economic environment, and obstacles or **risks arising directly from due diligence.**

16 billion euros in transactions by 2023 - boosted by the merger of Polish energy giants



Oil company Orlen merged with state-controlled gas Corporation PGNiG, creating Central Europe's largest industrial group

Signals of opportunity

- ✓ The types of company that most interest short-term investors are **mature and growth companies.**
- ✓ The most common way of identifying an acquisition target is through an **internal identification and selection process**, as indicated by 60% of respondents from the strategic investor group and over 71% of financial investors.
- ✓ Opportunities are particularly visible in **the industrial, food processing, packaging, transport, construction and retail sectors.**

