

PATRIA CORPORATE FINANCE

The leading financial advisory firm for divestitures and acquisitions in the Czech and Slovak Republic

Consulting Services

M&A advisory

- **Acquisitions** – Patria provides its advisory services for clients interested in acquisition of companies in the Czech Republic and Slovakia, and other European countries. Patria's clients are both international and domestic investors. Deep market intelligence allows Patria's team to prepare solutions for its clients according to their individual needs.
- **Divestitures** - Divestiture advisory is a key service provided by Patria. Patria usually leads the full transaction process from company valuation through identification of potential investors, negotiation with potential investors to Settlement of the transaction.

Capital market transaction - Patria has actively participated in all of the last 5 IPOs on the Prague Stock Exchange. Patria assisted New World Resources N.V. in the raising of €1.6 billion via IPO – the largest IPO on the London Stock Exchange, Prague Stock Exchange and Warsaw Stock Exchange in 2008.

Valuations - is both an integral part of the M&A process and a separate service provided by Patria to its clients. Analysis of company market value and its main drivers, which we provide to some of our clients on a regular basis, allows them to take strategic optimal decisions at the right time.

General Financial Advisory - follows other products and services. Patria is able to provide a comprehensive package of advisory services, based on corporate clients needs. List of services: Review of strategy plans; Analysis of M&A opportunities; Financing, Refinancing; Debt restructuring and Equity/liabilities analysis.

Member of the KBC Group and international M&A partner

Patria is a member of the KBC Group, Belgian bank and insurance company, that is active throughout the whole Europe and cooperation partner of leading M&A international partners. Having access to extensive knowledge, information and contacts allows Patria to provide services on a truly international level, while understanding local cultural differences.

Patria is fully owned by KBC Securities – the investment banking arm of the KBC Group.



20 years leading investment bank in the Czech Republic and Slovakia

10 professionals

440 executed transactions

CZK 8,5 billion - aggregate transaction value

Patria has been awarded several times within last 5 years



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PATRIA






Dark blue areas are marked by direct coverage.

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Selected Actual References

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Sell-side Advisory

 <p>ARGOS ELEKTRO a.s. Advisory on divestiture of the company to DEK STAVEBNINY Financial Advisor: Patria 2016</p>	 <p>LIFTEC CZ spol. s r.o. Advisory on divestiture of 100% stake in the company. Financial Advisor: Patria 2016</p>	 <p>ISS Facility Services s.r.o. Advisory on divestiture of ISS's PEST Control business to UPTOWN Financial Advisor: Patria 2016</p>	 <p>Severní energetická a.s. Advisory on auction of securities of company HIPODROM MOST Financial Advisor: Patria 2016</p>	 <p>2N TELEKOMUNIKACE a.s. Advisory in connection with divestiture to AXIS Financial Advisor: Patria 2016</p>
 <p>DETAIL Advisory on divestiture of 100% stake to WIKOV GROUP WIKOV Financial Advisor: Patria 2016</p>	 <p>RS - investing, a.s. Advisory on divestiture of industrial property of HBPO Czech Financial Advisor: Patria 2016</p>	 <p>JIHLAVAN a.s. Advisory on divestiture of 100% stake in company Financial Advisor: Patria 2015</p>	 <p>ARX Equity Partners / BOHEMIE a.s. Advisory to ARX Equity Partners on sale of 100% stake in Bochemie Financial Advisor: Patria 2015</p>	 <p>Unilever ČR, spol. s r.o. Advisory on divestiture of 100% stake of its subsidiary homeBrands, a.s. to Johnson Financial Advisor: Patria 2015</p>
 <p>AKCENTOUR, a.s. Advisory on divestiture of the selected real estate assets to YOKOPOB Financial Advisor: Patria 2015</p>	 <p>NASPERS allegro group Advisory on divestiture of NetDirect NetDIRECT Financial Advisor: Patria 2015</p>	 <p>GENNET s.r.o. Advisory on divestiture of 100% stake in company Financial Advisor: Patria 2015</p>	 <p>BLOCK a.s. Advisory on divestiture of 100% stake in company Financial Advisor: Patria 2014</p>	 <p>TEKOD spol. s r.o. Advisory on divestiture of 100% stake to Bidvest Financial Advisor: Patria 2014</p>

Buy-side Advisory

 <p>CZECHOSLOVAK GROUP a.s. Advisory on acquisition of Avia Ashok Leyland Motors s.r.o. AVIA Financial Advisor: Patria 2016</p>	 <p>Statutární město Brno Advisory on acquisition of majority stake in Veletřby Brno, a.s. BVV Veletřby Brno Financial Advisor: Patria 2016</p>	 <p>Karlovácké minerální vody, a.s. Advisory on acquisition of Selecta's operations in CR, SK, HU Financial Advisor: Patria 2016</p>	 <p>Profit, s.r.o. Advisory on management buy-out Financial Advisor: Patria 2015</p>	 <p>WALMARK, a.s. Advisory on acquisition of majority stake in VALOSUN Financial Advisor: Patria 2015</p>
 <p>Karlovácké minerální vody, a.s. Advisory on acquisition of Szentkirályi Ásványvíz Kft. AV MEDIA Financial Advisor: Patria/KBC 2015</p>	 <p>Průžská plynárenská Holding a.s. Advisory on acquisition of 49.25% stake in Průžská plynárenská, a.s. Financial Advisor: Patria 2014</p>	 <p>BioVendor - Laboratorní medicína a.s. Advisory on acquisition of Immunolab GmbH feintechnik Financial Advisor: Patria 2014</p>	 <p>Harry's Advisory on acquisition of Feintechnik GmbH of 100% stake of ProMoPro Financial Advisor: Patria 2014</p>	 <p>AV MEDIA, a.s. Advisory on acquisition of 100% stake of ProMoPro Financial Advisor: Patria 2013</p>
 <p>MARRITIMA ENERGY a.s. Advisory on acquisition of 100% stake in Teplárna Otročovice eon Financial Advisor: Patria 2013</p>	 <p>Macquarie Group Advisory on acquisition of shares in Jihozápadní plynárenská from E.ON eon Financial Advisor: Patria 2013</p>	 <p>Alma Media Advisory on acquisition of the online recruitment assets of Daily Mail and General Trust Plc Financial Advisor: Clairfield/Patria 2012</p>	 <p>Raisio plc Advisory on acquisition of Candy Plus Financial Advisor: Patria 2012</p>	 <p>BioVendor - Laboratorní medicína a.s. Advisory on acquisition of 100% stake of TEST-LINE Financial Advisor: Patria 2012</p>

General Financial Advisory, Valuations, ECM

 <p>Selecta Group Valuation of its subsidiaries in CR, SR and HU Financial Advisor: Patria 2016</p>	 <p>Profit, s.r.o. Valuation of the company Financial Advisor: Patria 2015</p>	 <p>VALOSUN a.s. Valuation of the company Financial Advisor: Patria 2015</p>	 <p>2N TELEKOMUNIKACE a.s. Valuation of the company Financial Advisor: Patria 2014</p>	 <p>Knoflíkářský průmysl Žirovice a.s. Valuation of the company Financial Advisor: Patria 2014</p>
 <p>Skanska, a.s. Strategic Advisory to Skanska Transbeton, s.r.o. and Lom Klecany s.r.o. Financial Advisor: Patria 2016</p>	 <p>Schneider Electric CZ, s.r.o. General financial advisory Financial Advisor: Patria 2011</p>	 <p>GGE, a.s. General financial advisory to energetic holding of the group Grafobal Group, a.s. Financial Advisor: Patria 2011</p>	 <p>SMZ, a.s. Jeřava General finance Advisory Financial Advisor: Patria 2010</p>	 <p>Energy 21, a.s. Advisory on finding a financial investor for further development of the company Financial Advisor: Patria 2010</p>