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**Navigator Capital and FORDATA:
In 2023, there were 366 M&A transactions in Poland**

The M&A Index Poland report prepared by FORDATA and Navigator Capital shows that 366 M&A transactions were completed in the Polish market in 2023, an increase of 25 transactions compared to the previous year. By industry, the Media/IT/Telecom (22%), FMCG (12%) and Industrial (11%) sectors dominated among acquisitions.

The largest acquisition during the period was the acquisition of Techland studio, a leading Polish gaming company and producer of the "Dying Light" and "Dead Island" computer game series, by the Chinese company Tencent. The value of the transaction is estimated at around PLN 6.3 billion. The second largest transaction was the acquisition of bookmaker STS Holding by Entain CEE, estimated at PLN 3.9 billion.

Once again, TMT industry players were the most likely to be acquired, with their share falling slightly compared to the previous year, i.e. by one percentage point. In second place, the health care sector was replaced by the FMCG sector. Again in third place was the industrial sector, which increased its share by 2 percentage points compared to the previous year.

Last year, Polish companies became increasingly bold in making acquisitions of foreign entities, especially in the Western European region. The largest such investment was the purchase of Menzies Distribution by Polish logistics company InPost for PLN 227 million. Also of interest was the acquisition of Imperalum, a Portuguese manufacturer of waterproofing products, by the Polish company Selena FM. The acquisition of Menzies is expected to enable InPost to expand in the UK, while the Imperalum acquisition is expected to support Selena's expansion in the Iberian Peninsula.

"In 2023, the Polish M&A market has shown remarkable resilience, which contrasts with trends observed in other developed European economies. This trend underscores Poland's unique position as a market attracting M&A investments, even in the face of international economic and geopolitical turmoil. It is worth noting that the challenges facing the Polish economy in the form of the energy transition, the risk of conflict across the eastern border and high inflation have not negatively affected the perception of Poland as a good place to locate investments. In 2024, I expect a continuation of the trends that drove the M&A market last year, i.e. the consolidation observed in many industries, transactions driven by the need to secure the supply chain or sales processes motivated by the lack of a successor. Taking the above into account, 2024 promises to be an extremely optimistic year for the M&A market in Poland" – **comments Artur Wilk, M&A Manager at Navigator Capital Group**

Among buyers, TMT players were the most active, accounting for 18% of transactions. Among sellers, private sellers again dominated, accounting for 80%. Financial investors has again increased share on the buyers' side, which increased to 11% compared to last year where their share was 10%.

"In the M&A landscape of 2023, positive trends have also crystallized, the impact of which we will observe in the coming months of 2024. This is primarily due to the forecasted economic growth in Poland at the level of 4-6%, driven by robust household consumption expenditure, a decline in inflation and the prospect of spending the EU funds from the National Recovery Plan (KPO). The latter may benefit the green energy sector (EUR 14.3 billion (39.2% of total funds), intelligent mobility - EUR 7.75 billion (21.3%), healthcare - EUR 4.51 billion (12.4 %) or digital transformation - EUR 5.04 billion

(13.8%). KPO will allocate EUR 4.85 billion (13.3%) for the competitiveness of the economy. Time is a threat. The funds that have just been released must be spent by August 31, 2026 year, hence the risk of not using the budget in time. In 2024, enterprises that significantly invest their resources in the development of AI technology may also turn out to be an important element of the mergers and acquisitions market.” – comment Marcin Rajewicz, Key Account Manager at Fordata

Comprehensive information summarizing activity in the Polish M&A market in 2023 can be found in the M&A Index 2023 Poland report prepared jointly by **Navigator Capital** and **FORDATA**.

All reports are available [here](#).

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