



## CVCA Private Equity Report

Deal activity in 2020

June 2021

Welcome to the 2020  
Activity Report of  
the Czech Private  
Equity & Venture Capital  
Association, produced  
by Deloitte in association  
with the Czech Private  
Equity & Venture Capital  
Association.

# Introduction

The Czech private equity market was largely resilient in the face of the pandemic in 2020, with a strong start buoying figures to healthy full-year levels. Activity at the beginning of the year was mostly deals that had been in progress before the pandemic took hold, and this gave way to a pause as professionals pivoted into portfolio nurturing. Transactions resumed in Q4, resulting in a year that saw activity drop only gently from 23 to 21 Czech transactions, but whose value rose by nearly 20% to €280m. Without the pandemic, it is possible and even likely that 2020 would have been a record year for Czech private equity investment.

As we write this, a number of countries are easing lockdown measures – but we said precisely the same thing this time last year. Last year’s assumption that an eventual health recovery would be accompanied by a global recession proved incorrect; the year actually ended with vaccines competing with new variants, and the economic contraction shorter (thus far) than anticipated.

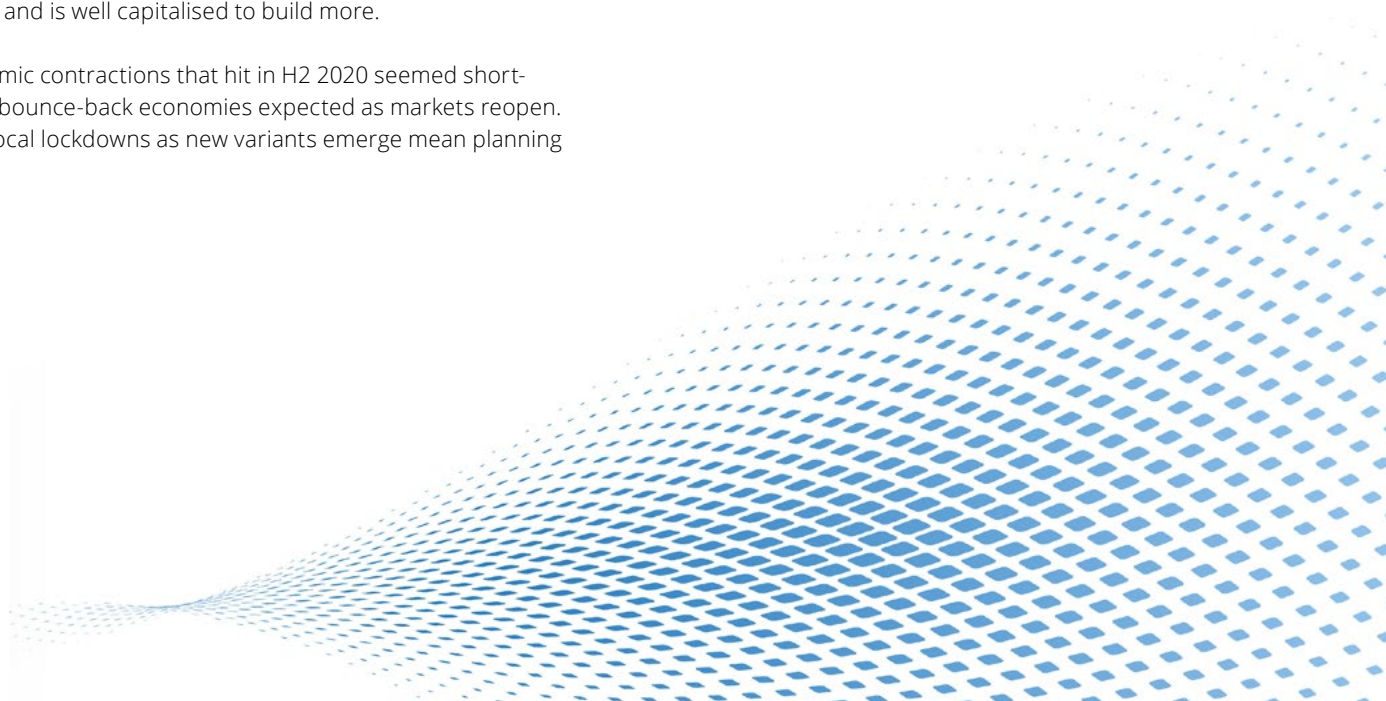
Overall, the world has become more agile – the great remote work experiment clearly has some longevity, with hybrid working expected to be the norm going forward. Online shopping surged out of need, but now has become embedded more widely than before the pandemic, powered by fintech and ecommerce software. Technology has enabled the agility which has seen businesses and people behind them survive and even thrive. And private equity and venture capital has been behind much of that tech – and is well capitalised to build more.

The economic contractions that hit in H2 2020 seemed short-lived, with bounce-back economies expected as markets reopen. Waves of local lockdowns as new variants emerge mean planning

remains difficult, however many firms are rising to the challenge admirably. The acceleration of technology and its impact on people has been remarkable.

For private equity, it means portfolio nurturing has – for the most part – given way to paths back to growth. Many private equity-backed businesses are seeing fresh opportunities as time goes on and firms adapt. There may be new verticals to explore, or even new businesses to acquire to turbo-charge their own growth. Having the financial firepower and valuable expertise of an experienced private equity backer can help to make new ambitions reality. We are seeing evidence of this in the Czech market.

It is unlikely many businesses will be transacted at depressed valuations. Entry pricing is consistent with previous years, likely as serious suitors know that basing a price on purely the last 12-months is unfair and therefore unlikely to transact. What is being seen however is increasing prevalence of earn-outs, or occasional delays of payments, often tranching investments and making them conditional upon milestones. Such tactics may help backers to feel they are de-risking investments, however they can also mean negotiations take longer.



The longer-term impact of 2020 may be that PE houses hold assets for longer periods as their growth plans take longer to achieve. The patient-capital approach of private equity combined with experience from the last downturn should mean institutional investors are accepting of this, not least because many of them will be eager to invest in those PE houses' follow-on funds.

With 2021 already well underway as we write this report, it is clear that pent-up demand from 2020 is boosting activity. Dealflow may come from large corporates divesting non-core assets both to focus on key activities and raise cash to support this. We may also see some scenarios where the parent wishes to retain a controlling stake in a non-core entity but benefit from the cash and care an investor can bring, meaning minority capital could be an interesting source of dealflow in 2021. We have recently seen the return of EBRD, a longstanding GP backer which left the Czech Republic in 2008 but which returned as a lender and equity provider in early 2021. The firm co-invested with a number

of backers in a €190m round led by French GP Partech in March 2021 to back Rohlik, a Czech online grocer whose sales grew to €300m annual level during the pandemic. Other investors in the deal included Czech family office R2G, Quadrille, J&T Banka, and global VC Index Ventures, as well as existing Czech investor VC KAYA (formerly Enern). Another sizeable deal already recorded for 2021 is Macquarie's sale of České Radiokomunikace after a ten-year hold to US fund Cordiant or Apollo Funds investment into Czech-based SAZKA Group.

It is clear that private equity continues to be a strategic and long-term funding source for growing companies, and 2020 highlighted the patient and nurturing approach private equity houses can have in a downturn. We expect 2021 to see backers reconnect with ambitious entrepreneurs and management teams to accelerate their growth in symbiotic partnerships.



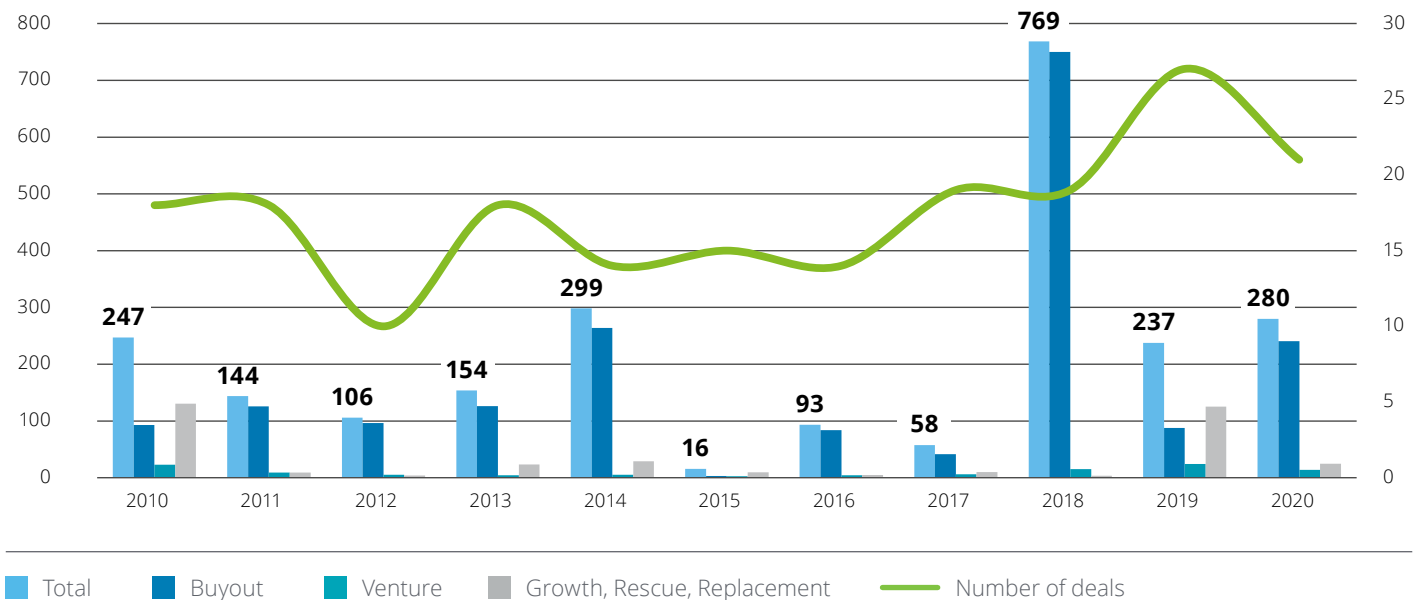
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## Second Highest Number of Deals in 2020

### Total Investments – Market Statistics (EURm)



The value of private equity deals into Czech businesses increased in 2020, showing remarkable resilience in a pandemic year, while the number of deals was relatively flat on 2019 – itself a record. The gentle drop from 23 to 21 transactions year-on-year was offset by the hike in value by nearly 20% to €280m.

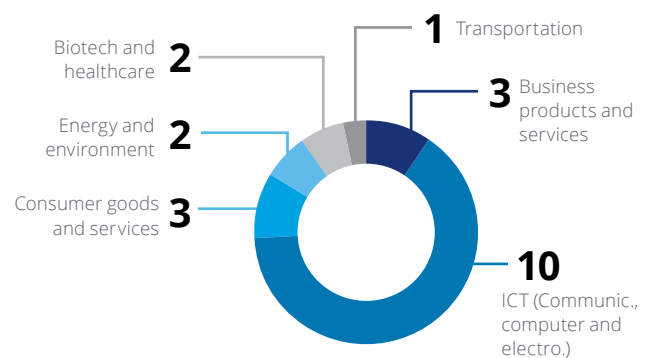
Local knowledge and connections have long been key in the Czech private equity market, and last year's lockdown restrictions saw this highlighted, with most activity undertaken by domestic investors. The full-year data paints only part of the picture though; quarterly data shows a more nuanced picture with the deals recorded mostly underway as the pandemic took hold. Experienced GPs shifted their attention from origination to nurturing their existing portfolios as the severity of Covid-19 became apparent.

Within the dataset, buyouts were down gently in 2020 from ten to eight, but with the value of them increasing nearly three-fold from €88m to €241m on the back of two sizeable deals in the biotech and healthcare space. Venture activity saw another strong year, with 12 deals down only slightly from 2019's record of 14.

A point to note is that, despite expectations of widespread distressed opportunities as the pandemic took hold, government subsidies helped companies to remain solvent. As a result, anecdotal evidence suggests valuations remained healthy, with a sell-off of distressed assets at low entry pricing yet to truly materialize.

**Follow-on rounds accounted for the majority of deals in 2020**, perhaps reflecting a more conservative approach in an uncertain backdrop. Invest Europe recorded 13 follow-on deals worth €203m in the year, with €76m of new partnerships comprising the remainder of deals.

### FY20 investments by sector (# of deals)

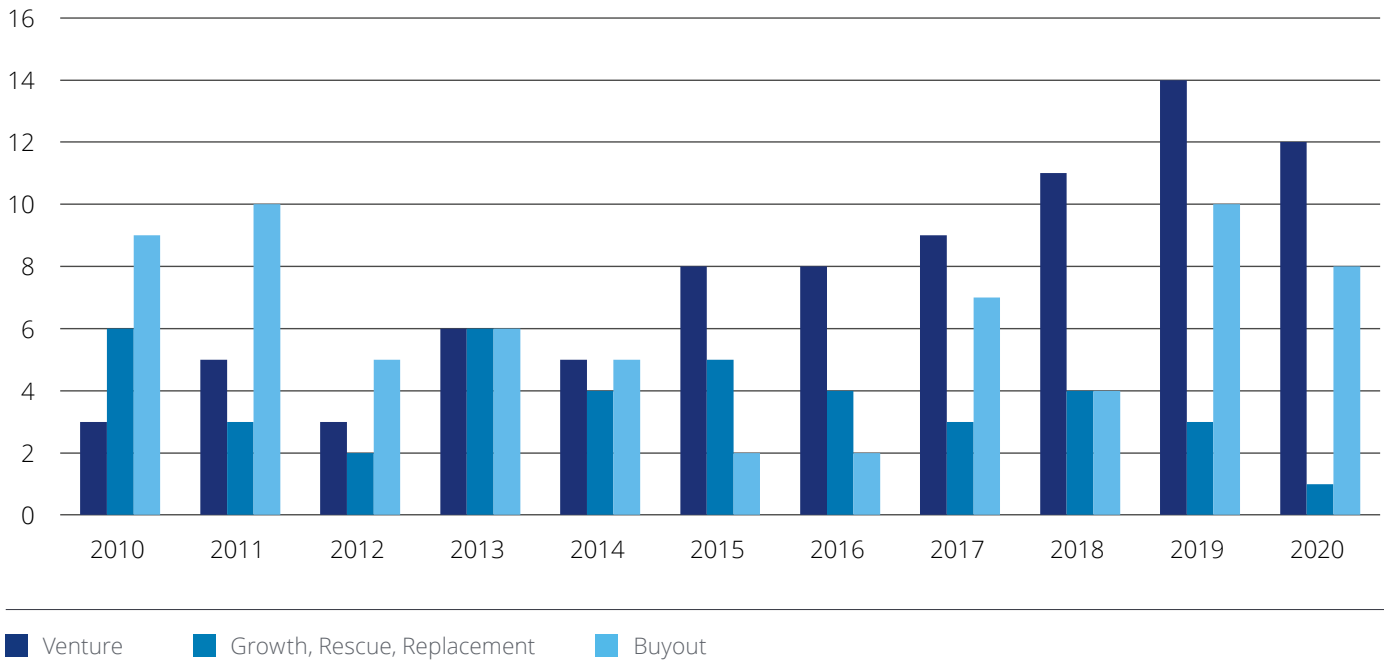


**ICT was the key sector for investment volume in 2020, accounting for nearly half (10) of the 21 deals.** This reflects the trend in wider Europe in 2020 which saw investor interest in e-commerce and tech accelerated by the world's shift to working and shopping from home. In joint second were business products and services as well as consumer goods and services, each recording three deals.

By deal value, **biotech and healthcare accounted for the highest proportion of capital, with two deals comprising €174m of the year's total of €280m.** One of these was a sizeable bolt-on deal for pharmaceutical Zentiva, the largest investment in Czech in 2018.

## Venture most prominent deal type for 6<sup>th</sup> year in a row

Investments by stage focus (# of deals)



Venture capital deals continue to dominate deal volume, accounting for 12 deals of the year’s 21, reflecting resilience in a segment which tends to back technology-led innovation. The number is impressive and the second highest total in our sample, though is two fewer than 2019’s record of 14 deals. Venture often leads by volume but lags by value as such deals are usually smaller in nature; in 2020 VC’s overall value of €14.2m accounted for just 5% of the year’s PE total €280m.

Credo Ventures announced two deals in the year: the firm co-invested with global VC Index Ventures to provide \$2.75m into Prague-based cybersecurity start-up Resistant AI, and an undisclosed amount into algorithmic investment-related content system StockStory.

Nation 1 also recorded two deals in 2020. In April it invested €600,000 into Vitadio, an online platform focused on Type-2 diabetes, and in July it led a CZK 10m (€380,000) round for Disivo, an e-commerce pricing software business.

The largest deal in the venture space in Czech Republic in 2020 was that of Brno-based customer analytics business Smartlook, which

raised \$3.6m (€3.1m) in a round led by Dutch VC Airbridge Equity Partners and joined by existing backers Novira Capital and Reflex Capital.

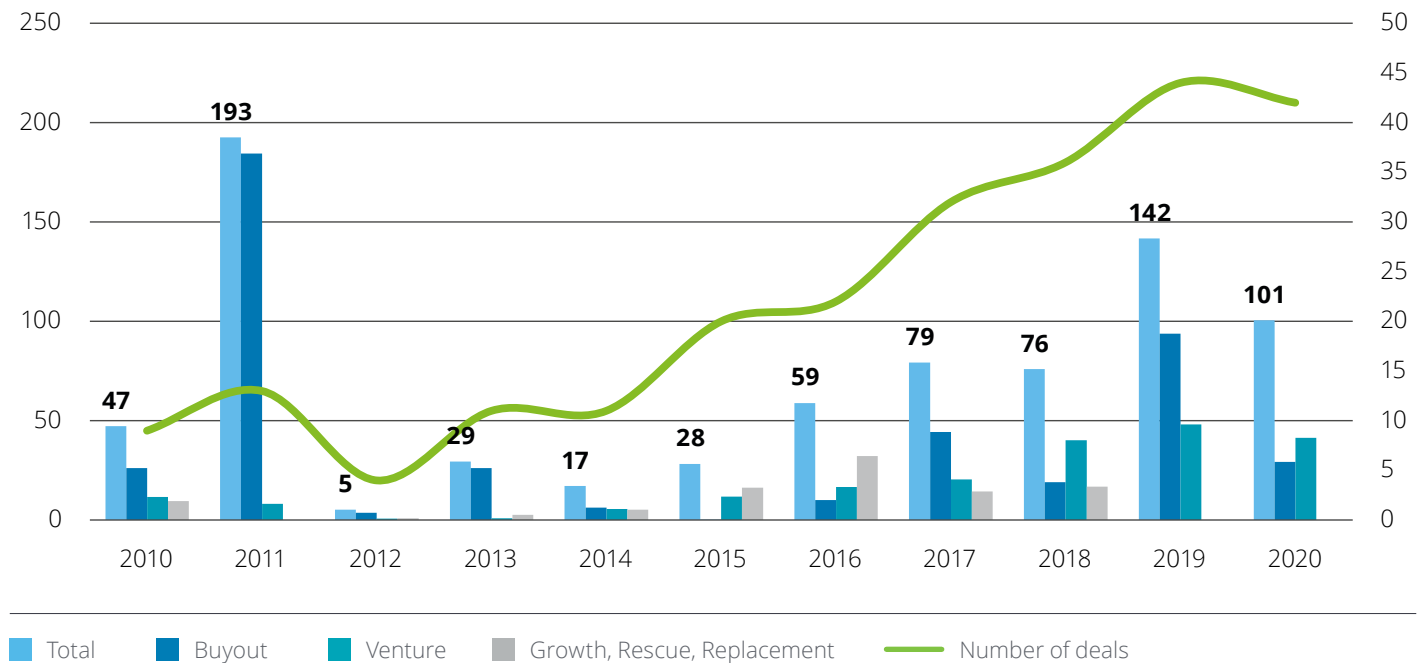
Buyout activity was down gently year-on-year, with eight transactions recorded in 2020, down from ten in 2019 – itself the busiest year since 2011. Genesis Capital Growth recorded two deals in the year, including acquiring a majority investment into Home Care Promedica, a business founded in 1991 which claims to have been funded entirely with Czech capital since inception, and investment into R2B2, a digital advertising business. Genesis Capital Equity led the buyout investment into call center operator Conectart, which was sold by KKCG.

Jet Investment made two deals in the summer of 2020, acquiring a 70% stake in 2JCP and acquiring the 45% stake it did not already own in TEDOM, bringing its shareholding to 100%.

Consillium, a family office, acquired Bike Fun International, the Czech Republic’s largest bike manufacturer. The deal reportedly took place after negotiating for a year with the Dutch owners.

## Value and volume of Czech GPs' investments abroad plateaus

### Total Investments – Industry Statistics (EURm)



A number of well-established Czech private equity houses have been investing abroad as their experience increasingly enables them to drive value in Czech Republic and beyond. Deals by Czech firms into foreign businesses had been growing since 2014, however restrictions put in place as a result of Covid-19 in 2020 saw the growth in cross-border activity arrested. This is likely down to multiple factors, not least GPs' firm and prudent focus on nurturing existing portfolios as the trading backdrop grew increasingly uncertain, as well as the challenges of transacting abroad given the difficulty of face-to-face meetings and site visits. While such deal activity is down year-on-year, the figures remain impressive: 42 deals worth €101m were recorded in 2020, down only gently from 2019's volume and the second highest figure since 2011.

The full-year figures mask the full story, however – **most of the buyouts recorded by Czech GPs in foreign companies were in process prior to Covid-19**, far fewer are believed to have taken off once the pandemic took hold. This suggests that, had the pandemic not taken place, 2020 may in fact have been a record year for cross-border investing by Czech houses, given the six transactions underway in the first quarter of the year are more than half 2019's figure of 11. In addition to being the busiest within Czech borders in 2020, Genesis Capital Equity also announced a cross-border deal when its portfolio company GTH Catering took control of the Slovakian operations of global facilities management business Sodexo.

The venture capital sphere has long been accustomed to investing cross-border, perhaps owing to the aspatial nature of technology,

and so it is unsurprising that VCs were seemingly undeterred in 2020, with 33 deals undertaken outside of the Czech Republic, on a par with the record of 33 set in 2019. The largest deal in this space was the \$50m series B round for Forto, a German digital freight forwarder. The round was led by Czech VC Inven Capital and also attracted Iris Capital Management into the business, with existing investors Northzone, Cherry, H14, Unbound Ventures, Maersk Growth and Rider Global all participating. The deal took place in late November, possibly highlighting the appetite for tech-led freight and shipping companies in a time when e-commerce became so much more prominent.

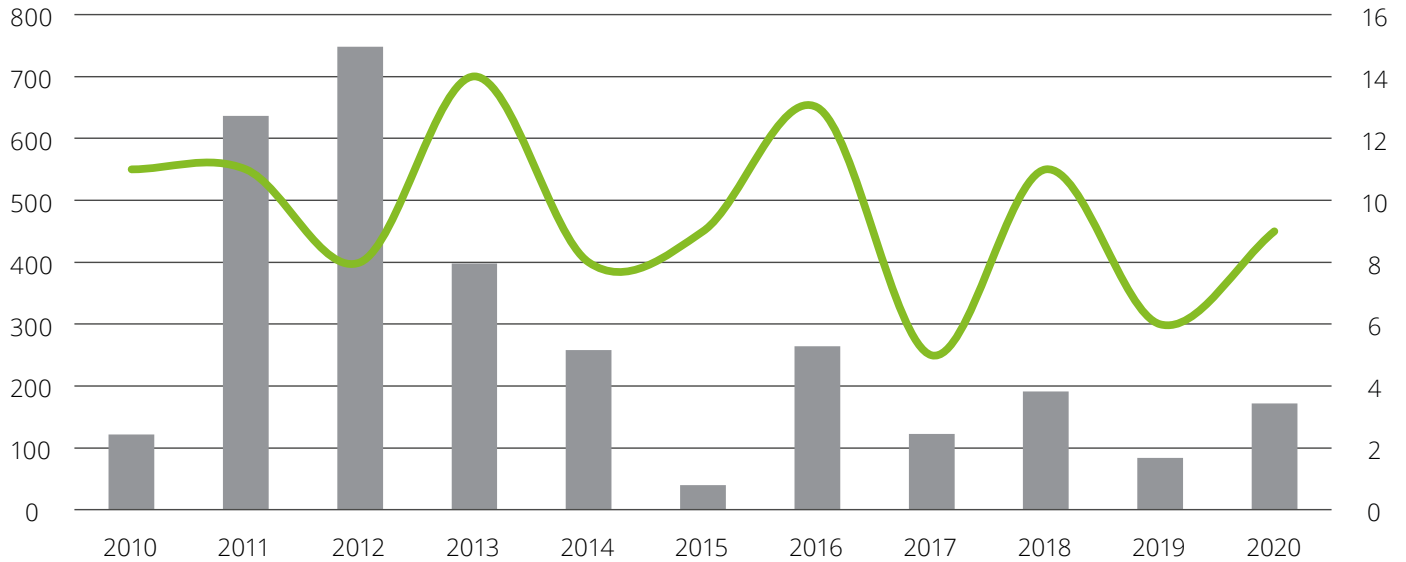
Specialist cleantech and new energy VC Inven not only led the largest cross-border Czech VC deal mentioned earlier, but was also the most active, backing three others, two of which were also cross-border: the firm led a series B extension for solar start-up Zolar, another German business, and it co-led a series A for Swedish energy communication software Eliq alongside Contrarian Ventures.

There were also three growth deals in the year, including the acquisition by Genesis Capital Equity and Espira of a minority stake in Summa Lingae Technologie, a Polish data management firm already backed by Polish house V4C since 2019.

Cross-border deals by Czech houses in the ICT space dwarfed all other sectors, with 27 of the 42 deals in this space. It was up gently on 2019's 26 deals, showing the perennial appeal of this sector.

## Exits rebound in 2020

**Total Exits - Market Statistics (EURm)**



■ Amount      — Number of deals

Highlighting private equity's ability to create value across all cycles, **2020 exit activity was up markedly on 2019**, with the number of divestments up 50% to nine and the original investment value of them more than doubled year-on-year to over €170m.

It is likely figures may have been even stronger if it were not for the pandemic, with a number of houses in harvest mode as they prepare for fresh fundraisings. These processes may have been put on hold owing to a strong focus on portfolio management and fear of depressed pricing owing to economic uncertainty.

Two largest exits of the year both saw a seven-year hold followed by a sale to a trade buyer. One was Jet Investment's sale of rail

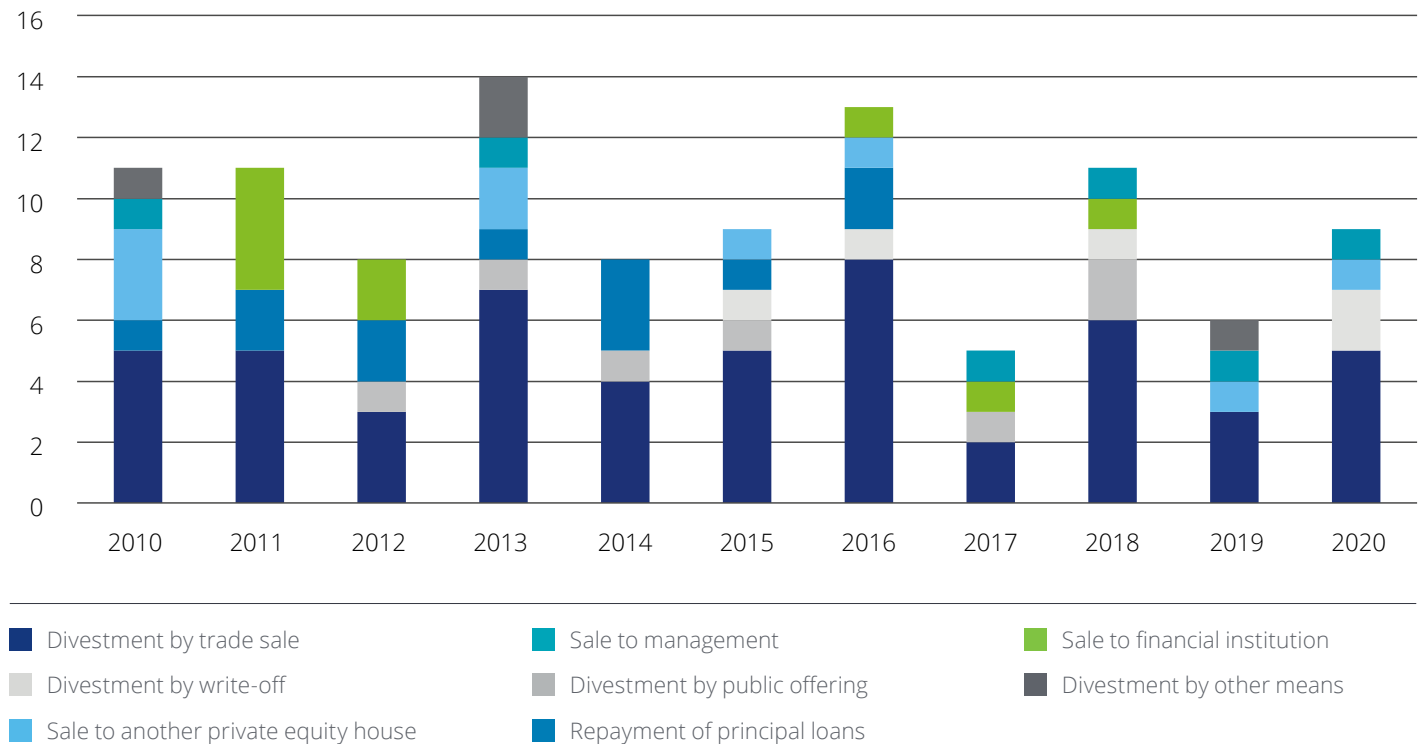
component maker MSV Metal Studenka to Moravia Steel. Jet had worked to turn the insolvent company around for seven years investing a total of €15m, eventually doubling company profits.

The other sizeable exit was that of Mid Europa Partners' sale of consumer healthcare business Walmark to private equity-backed trade buyer STADA Arzneimittel in Germany. The deal was announced at the end of 2019 and completed in March 2020. A successful acquisition by STADA validated Walmark's transformation from a family-led business to an international platform under Mid Europa's stewardship.



## The Czech Republic remains a market attractive to a variety of buyer types

### Exits - Market statistics, Route by # of deals (Number of deals)



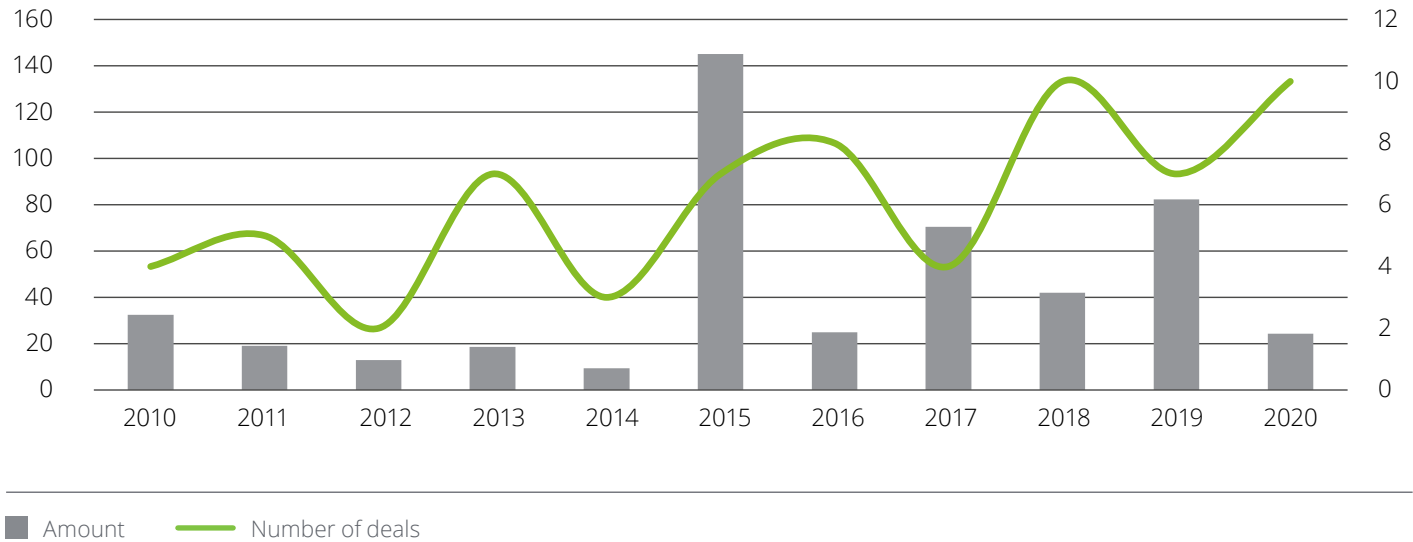
The Czech market has long enjoyed a variety of buyer types for private equity backers looking to divest assets which are ready for their next stage of growth. The graph makes it clear that sale types vary from year to year; for example flotations on public markets wax and wane depending on market conditions as well as the seller's appetite for a full exit (owing to usual lock-up periods). While sales to other private equity houses are more commonplace in Western Europe than in Central and Eastern, this is typically seen as positive by institutional investors who may fear that 'asset recycling' isn't maximising value for all shareholders (namely those paying fees – potentially to the seller as well as buyer). That trade sales are usually the most common route for selling in the Czech Republic is typically seen as positive given those buyers' penchant to pay a 'strategic premium' for assets they deem valuable.

An example of this is Socialbakers, a Prague-based social media marketing company which saw its eight-year stint with VC end when it was sold in September 2020 to Astute, a Ohio, US-based engagement platform which is itself owned by Audax Private Equity. Socialbakers was founded in 2008 and attracted funding from global VCs Index, Earlybird and BlueYard, ultimately raising \$34m prior to its sale.

Last year did see an unusually high proportion of write-offs, with two of the nine exits in this manner. In such an extraordinarily difficult year, it is perhaps unsurprising that GPs prioritised companies in portfolios which could be shored up and made agile in anticipation of a return to growth, and so to concentrate on those, some more difficult cases had to be written off.

## The story for cross-border exits were mixed

**Total Exits - Industry Statistics (EURm)**



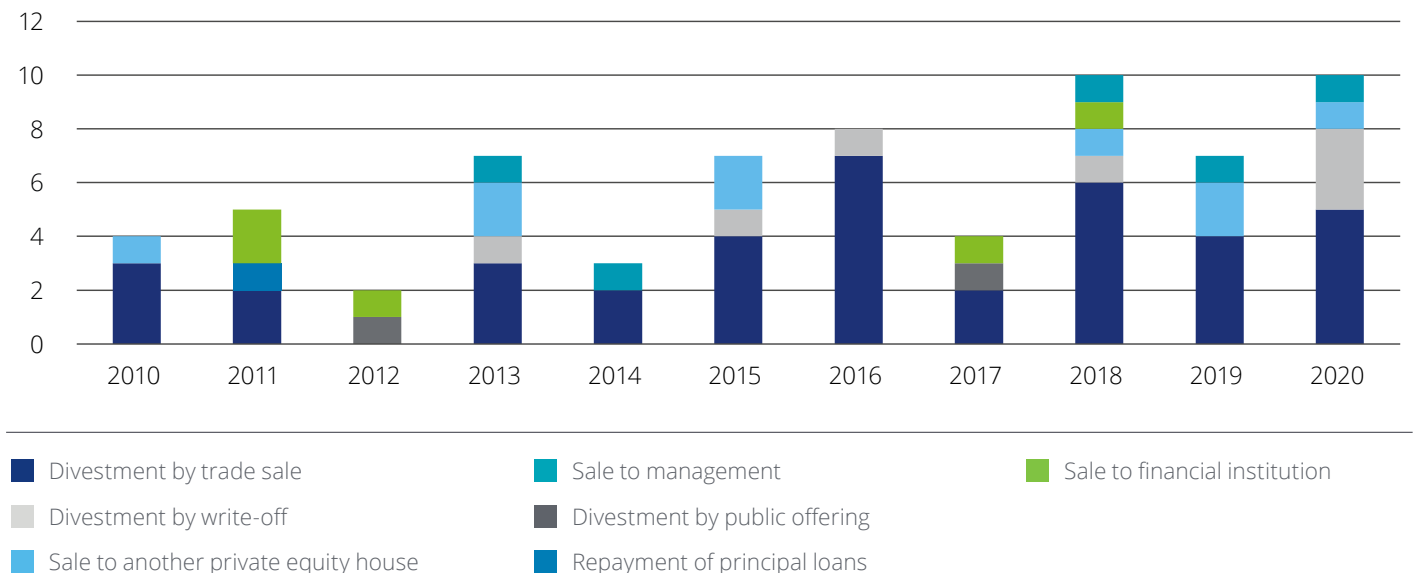
The story for cross-border exits is more mixed, with the number of such divestments up (to 10, from seven), but the value of them down. Half of these (five) were sales to trade buyers, two were sales to other PE houses, one was a sale to management and three of them were write-offs.

The €147m sale of Israeli cyber security business CyberX to Microsoft in June 2020 was a great success for backers, including Inven Capital of the Czech Republic. Inven's 15 month investment marked its second in Israel, with other investors in CyberX including Norwest Venture Partners, Qualcomm Ventures, ff Venture Capital, Gililot Capital Partners and Flint Capital.

Another notable sale of a foreign business in 2020 was Credo Ventures' and Miton Capital's sale of Polish metal wall art specialist Displate to a regional private equity firm Mid Europa Partners. Displate was founded in 2013 and secured a €2m round in 2017 with Credo as a backer. The second round came a year later, when Miton joined, investing €2m towards the €3m funding.

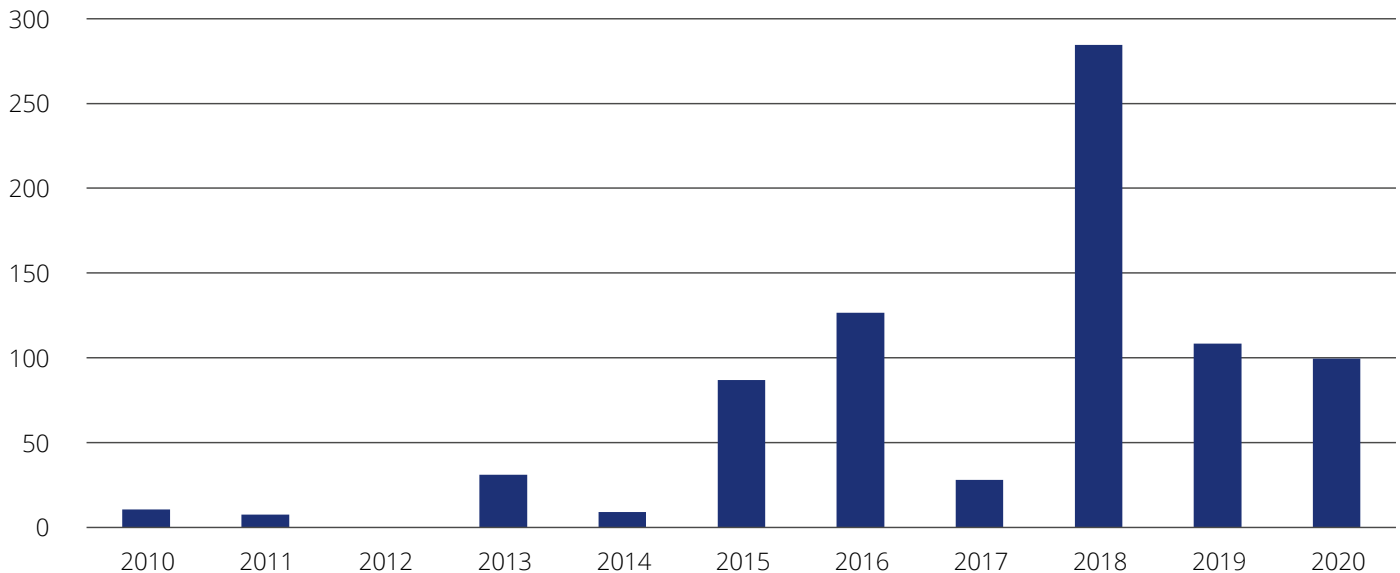
Longstanding Czech investor ARX Equity Partners was behind one of the five trade sales when it sold Slovenian DC Bled to the country's largest insurers, Sava Re and Triglav, reporting a 3.6x cash-on-cash return multiple from its 2015 investment. The hold period saw ARX support four add-on acquisitions which helped double the size of DC Bled.

**Exits - Industry statistics, Route by # of deals (Number of deals)**



## Fundraising remains steady

### Total Fundraising (EURm)



Fundraising by Czech private equity houses in 2020 was steady on 2019 levels, itself a vote of confidence in an unprecedented year of uncertainty.

Unlike transaction levels, fundraising is naturally more up and down because firms tend to raise 10-year funds which invest for the first five and divest for the second – meaning they should only need to raise fresh capital for each generation of fund every five years or so. Naturally investment paces vary by firm and opportunities, so fundraising can happen sooner if capital is deployed more rapidly, or later if investment pace is slower and investors agree to extending the life of the vehicle. For this reason, a low year of fundraising doesn't necessarily suggest a lack of investor confidence; it may in fact simply mean GPs are already well capitalised.

Funds raised in 2020 include Enern, which is raising its fourth fund and targeting/raised \$80m / €72m. In the same time, the firm has split up its activities in four platforms one of them focusing on VC investments being named KAYA. The VC platform will focus on opportunities in Prague, Warsaw and the wider CEE region and be sector-agnostic. It has received funding from EIF and a number of local entrepreneurs.

Genesis Capital Equity is launching Genesis Private Equity Fund IV (GPEF IV), with a €150m target. A first close is scheduled for 2021 and the fund will focus on investments in small- and medium-sized companies with high growth potential, based across the Czech Republic, Slovakia, Poland, Hungary and Austria. Genesis Capital Growth reached a hard cap of its €40m Genesis Growth Equity Fund I (GGEF I) following a first close of €31m held in 2019.

There are some fundraising efforts focused on the increasing number of high-net-worth individuals (HNWIs) in Central and Eastern Europe, and these may not be captured in the data, which tends to focus on institutional capital. For example, Longevitytech. fund is a Czech vehicle targeting HNWIs and investing in longevity-related technology companies around the world. The firm raised \$1m from HNWIs in the Czech Republic and has since opened to international and institutional investors.

Looking ahead, it is likely that Jet Investments is gearing up for a fresh raise, with plans for a €300m third fund mooted in an interview for H2 2021 or Q1 2022. The new fund will target buyouts as well as turnarounds, distressed companies and insolvent situations in the Czech Republic, Germany, Poland, Austria and Slovakia, with typical investments of €50–100m.

## 2020 Selected PE and VC investments in Czech portfolio companies

Buyer	Country	Company	Period	EV (mEUR)	Stake	Description
<b>BHS Fund II</b>	Czech Republic	DCK Holoubkov Bohemia a.s.	January 2020	n/d	100%	BHS Private Equity Fund (BHS Fund II) along with minority co-investors have acquired a 100% stake in DCK Holoubkov Bohemia. Financial terms of the transaction were not disclosed.
<b>Abris Capital (via Velvet CARE Sp.z.o.o.)</b>	Czech Republic	MORACELL s.r.o.	January 2020	n/d	100%	Velvet CARE Sp.z.o.o., one of the largest producers of paper hygiene products in Central Europe backed by Abris Capital acquired 100% shares in the Czech company MORACELL, s.r.o.
<b>Index Ventures, Credo Ventures</b>	Czech Republic	Resistant AI	April 2020	2.3	n/d	Resistant AI, a security company that protects AI systems from cyber attacks and fraud, has raised USD 2.75m in a round co-led by Index Ventures and Credo Ventures. Seedcamp and angel investors such as Daniel Dines and Michal Pechoucek also participated. The company provides a typical security layer for financial services, such as protecting payments and detecting fraud or money laundering and also detects forged documents or identifies sophisticated attackers attempting to copy the underlying ML model. The new funding will be invested into product development and hiring, including the expansion of its sales and customer support efforts.
<b>Nation 1, Petr Skrla</b>	Czech Republic	Vitadio	April 2020	0.6	n/d	Healthtech startup Vitadio has raised more than CZK 16m (EUR 588,000) from Nation 1 and angel investor Petr Skrla. The funds will be invested into further product development, foreign expansion and in growing its team. Vitadio, an online platform focused on helping Type 2 diabetes patients, co-operates with the largest German medical cluster Medical Valley.
<b>Genesis Capital Equity</b>	Czech Republic	Conectart s.r.o.	May 2020	n/d	n/d	Genesis Capital Equity has agreed to acquire Conectart s.r.o., the Czech Republic-based operator of contact centres, from KKCG Group, for an undisclosed amount.
<b>Netrisk.hu Elso Online Biztositasi Alkusz Zrt.</b>	Czech Republic	Klikpojistení.cz, a.s.	May 2020	n/d	100%	Benson Oak Capital and other shareholders have sold their stake in Czech Republic-based online insurance brokerage Klikpojistení.cz (Klik) to Netrisk.
<b>Credo Ventures</b>	Czech Republic	Stock Story	June 2020		n/d	Algorithmic investment-related content production system.
<b>Jet Investment AS</b>	Czech Republic	2JCP, a.s. (70% Stake)	June 2020	n/d	70%	Jet Investment has acquired a 70% stake in 2JCP, Czech-based supplier of filtration and acoustic solutions for gas turbine manufacturers. Financial terms of the transaction were not disclosed.
<b>Sandberg Capital, sprav. spol., a.s.</b>	Czech Republic	Revolgy Business Solutions s.r.o. (35% Stake)	June 2020	n/d	35%	Sandberg Capital, sprav. spol., a.s. has acquired a 35% stake in Revolgy Business Solutions s.r.o.
<b>Nation 1, Martin Rozhon, Kamil Levinsky</b>	Czech Republic	Disivo	July 2020	0.4	n/d	Technology startup Disivo has raised CZK 10m (EUR 380,000) from VC fund Nation 1 and individual investors Martina Rozhon and Kamil Levinsky. The investment will be used for further product development and international expansion. Disivo has developed a platform for online shops, allowing them to optimise and change prices in their product portfolio within seconds based on the current market.

Buyer	Country	Company	Period	EV (mEUR)	Stake	Description
<b>Jet Investment AS</b>	Czech Republic	TEDOM a.s. (45% Stake)	July 2020	n/d	45%	Jet Investment has acquired 45% stake in Czech electricity co-generation manufacturer Tedom from MOUFLECO HOLDINGS LIMITED. The purchase price was not disclosed. The GP invested capital from its fund Jet 2.
<b>The Carlyle Group</b>	Czech Republic	Memsources a.s.	July 2020	n/d	n/d	The Carlyle Group has acquired a majority stake in Prague-based translation software developer Memsources. Financial terms of the transaction were not disclosed. The GP deployed capital from Carlyle Europe Technology Partners IV, which was launched in November 2018 with a EUR 1.3bn target.
<b>Genesis Capital Growth</b>	Czech Republic	Home Care Promedica, s.r.o.	August 2020		89%	Genesis Capital Growth has acquired Home Care Promedica, a Czech provider of home care services. The terms were not disclosed.
<b>Genesis Capital Growth</b>	Czech Republic	R2B2 s.r.o.	August 2020	n/d	n/d	Genesis Capital Growth has acquired a majority stake in Czech digital advertising company R2B2. The transaction value was not disclosed. R2B2 is active in the Czech Republic and Slovakia, and is ready to expand into other CEE countries. The company posted sales of CZK 200m (USD 9.1m) last year.
<b>Deutsche Invest Mittelstand GmbH</b>	Czech Republic	BIS Holding International	September 2020	n/d	99.9%	Deutsche Invest Mittelstand GmbH, a subsidiary of Deutsche Invest Capital Partners GmbH, has acquired BIS Holding International, the Czech Republic and Slovakia-based industrial services activities of Bilfinger SE, for an undisclosed consideration.
<b>Tilia Impact Ventures</b>	Czech Republic	Cyrkl	September 2020	0.2	n/d	Cyrkl, a digital waste management marketplace startup, has gained a CZK 5m (EUR 184,000) investment from Czech impact fund Tilia Impact Ventures. The startup has already connected more than 1500 companies and helped them to save 53,500 tonnes of CO2. The company is growing at a rate of 20% per month and the Tilia investment will help it expand abroad. Cyrkl optimises the management of waste, recycled materials and by-products of production by offering them to companies who can use them.
<b>Senovo, Presto Ventures</b>	Czech Republic	IP Fabric	September 2020	3.0	n/d	IP Fabric, a developer of predictive analysis software for network management, has raised EUR 3.5m in a Series A fund led by German fund Senovo and Czech fund Presto Ventures. Czech fund Credo Ventures and investors Filip Dousek and Martin Rehak also contributed in the round. IP Fabric develops network infrastructure visibility and analytics solutions to help enterprise network and security teams with network assurance and automation across multi-domain environments. Its clients include Airbus [EPA:AIR] and SAP [ETR:SAP] and it has 24 employees.

Buyer	Country	Company	Period	EV (mEUR)	Stake	Description
<b>Miton</b>	Czech Republic	Vos.health	September 2020	0.2	n/d	Self-reflection app Vos.health has raised CZK 5m (EUR 184,000) from investment group Miton. The new funds will be invested into product development, marketing and further co-operation. Developed by app studio Qusion, Vos.health is a self-reflection tool based on a digital diary that connects data analysis and technology with users' input to analyze and improve their life. Miton invested through its new fund Miton Psychonauts, focused on mental wellbeing.
<b>Audax Private Equity Group (via Astute, Inc.)</b>	Czech Republic	Socialbakers a.s.	September 2020	n/d	100%	Audax Private Equity Group backed Astute, Inc. has acquired Socialbakers a.s. from group of shareholders including Index Ventures and Earlybird Venture Capital GmbH & Co KG. The financial terms of the transaction are not disclosed. The acquisition will result into Astute becoming a one-stop software provider of customer engagement and management solutions. Audax Private Equity invested in Astute, Inc in 2019.
<b>Miton</b>	Czech Republic	Blabu	October 2020	0.37	n/d	Blabu, a startup offering instant online English tutorials, has raised almost CZK 10m (EUR 366,000) from Czech investment group Miton. Blabu will use the investment to expand its new offering for professionals to offer their services on the platform, from language teachers to mentors, coaches and consultants. Blabu has handled 15,000 English conversations on its platform to date.
<b>Inven Capital, SICAV, a.s.; Contrarian Ventures</b>	Czech Republic	Topíte.cz	November 2020	3	n/d	80 million crowns (3 million euros) from the funds Inven Capital and Enern. Such is the latest financial inflow into the Czech platform Topíte.cz, which connects traditional craft with new technologies. Overall, the startup in 2 years of its existence received investments exceeding 100 million crowns. The company plans to transform these funds in a massive expansion at home and abroad – it wants to multiply by the summer of next year results so far, and will be the first to go abroad to Poland. The company is entering at the same time to the photovoltaic market and expands its range of services.
<b>KAYA (Enern)</b>	Czech Republic	Accomango	November 2020	approx 1.5	n/d	Accomango is the fastest way to accommodate your employees, proudly offering the best customer service in the entire Czech Republic.
<b>Consillium (via ConsilTech a.s.)</b>	Czech Republic	BIKE FUN International s.r.o.	November 2020	n/d	100%	The largest bicycle manufacturer in the Czech Republic, based in Kopřivnice the BIKE FUN International (BFI), was bought by ConsilTech, a. S., a member of the Czech family holding Consillium. The sale was completed after more than a year of negotiations with the original Dutch owners.

Buyer	Country	Company	Period	EV (mEUR)	Stake	Description
<b>Apollo Global Management, LLC</b>	Czech Republic	Sazka Group, a.s.	November 2020	500	n/d	Apollo Global Management has agreed to invest EUR 500m in Sazka Group, a Czech lottery company in coordination with Karel Komárek's KKCG Group. The investment will be made through an investment into SAZKA Entertainment AG, a newly-established 100% wholly-owned subsidiary of KKCG, which upon closing of the investment, will be the 100% owner of SAZKA Group. The majority of Apollo Funds will be used to capitalise on acquisition and growth opportunities in Europe and North America, with a focus on lotteries.
<b>Airbridge Equity Partners, together with Novira Capital and Reflex Capital</b>	Czech Republic	Smartlook	December 2020	3.1	n/d	Customer analytics company Smartlook has raised EUR 3.1m from investors led by Airbridge Equity Partners, together with Novira Capital and Reflex Capital. The fresh funds will be used largely for further product development and strengthening its position in the US, which accounts for one-third of the company's profits.
<b>Central Europe Industry Partners (CEIP)</b>	Czech Republic	KBNK s.r.o.	December 2020	n/d	93%	KBNK is one of the leading Czech specialists in wire and sheet metal processing for manufacturers of tools and consumer products. The goal of CEIP is to develop further the company together with existing management, to target business development, to set up an active pro-customer approach and expand. The other goal is to diversify the customer portfolio and seek continuous sales growth.

## 2020 Selected PE and VC investments in portfolio companies abroad

Buyer	Country	Company	Period	EV (mEUR)	Stake	Description
<b>Genesis Capital Equity via GTH catering a.s.</b>	Slovak Republic	Sodexo s.r.o.	February 2020	n/d	n/d	GTH catering a.s., a portfolio company of Genesis Capital s.r.o., has acquired Sodexo s.r.o from Sodexo SA for an undisclosed consideration. Sodexo s.r.o. is a Slovakia-based company engaged in catering and facility management services.
<b>Genesis Capital Equity, Espira Investments</b>	Poland	Summa Linguae Technologies	February 2020	n/d	n/d	In addition to the V4C fund, private equity investors Genesis Capital and ESPIRA Investments have acquired a stake in an investment in Summa Linguae Technologies, a company listed on the Warsaw Stock Exchange by New Connect, which processes and manages data across a wide range of languages.
<b>Inven Capital, SICAV, a.s.; Partech Partners SAS; Statkraft Ventures GmbH; Heartcore Capital; BayWa r.e. Energy Ventures GmbH</b>	Germany	ZOLAR GmbH	September 2020	15	n/d	A year after acquiring a minority stake in the German start-up Zolar, the CEZ Group venture capital fund Inven Capital is the lead investor among the current investors increasing their financial stake by another €15 million. Despite the coronavirus epidemic, Zolar has doubled their annual revenue and aims to spread their activities not just throughout Germany but also by expanding abroad. They will use the acquired capital to strengthen the unique platform which connects people interested in photovoltaic and battery systems with suppliers and installation firms. The €15 million increase was initiated by Inven Capital and the existing investors and it takes the SeriesB financing round launched in 2019 to a total of 25 million euro.
<b>Inven Capital, SICAV, a.s.; Contrarian Ventures</b>	Sweden	Eliq AB	September 2020	5	n/a	Eliq, a Sweden-based energy monitoring service software company has secured EUR 5m in Series A funding led by Inven Capital and Contrarian Ventures. The proceeds will be used to bring more solutions to the market, expand geographically and recruit more people to its offices in Gothenburg and London. Inven Capital is a venture capital firm backed by CEZ Group and European Investment Bank (EIB). Contrarian Ventures is a VC fund from Lithuania specialising in smart energy investment.
<b>Credo Ventures a.s.</b>	US	Kindest	November 2020	approx 1.5	n/d	The American start-up company Kindest, which was founded by the Czech businessman David Semerád, was able to automate the supply of donations to non-profit organizations. It has now received \$ 1.7 million, almost CZK 38 million, for further development from the Czech capital fund Credo Ventures and the American fund Precursor Ventures.



Buyer	Country	Company	Period	EV (mEUR)	Stake	Description
<b>Iris Capital Management; Northzone Ventures AS; Cherry Ventures Management GmbH; Inven Capital, SICAV, a.s.; H14 S.p.A.; Unbound Ventures; Maersk Growth; Rider Global</b>	Germany	Forto GmbH	November 2020	42	n/a	Forto, a German online freight forwarder, has secured USD 50m in a Series B-1 financing. In addition to new investors Inven Capital (lead investor) and Iris Capital, current investors Maersk, Northzone, Cherry Ventures and Italian venture fund H14 also participated in the financing round. Forto has become the largest digital freight forwarder on the Asia - Europe route in just four years. The easy-to-use and intuitive platform enables the now more than 2,500 customers, including companies such as Viessmann, Miele and Home24, to control and optimize their entire global supply chain themselves. Forto by now employs over 300 people at nine locations.

## 2020 Exits

Seller	Buyer	Country	Company	Date	Value EUR m	Stake	Description
<b>JET Investment AS</b>	Moravia Steel	Czech Republic	MSV Metal Studenka, a.s.	February 2020	n/d	100%	<p>Jet Investment sold its 100% stake (held via its Jet 1 Fund) in Czech Republic-based manufacturer of forgings and components for rail vehicles, MSV Metal Studenka to Moravia Steel.</p> <p>The financial terms of the transaction are undisclosed. As per the terms of agreement, the transaction also includes MSV's subsidiary Kuznia Ostrow Wielkopolski.</p> <p>The acquisition will support Moravia to pursue its long-term strategy of extending its product chain and serve its customers more efficiently.</p>
<b>MCI Capital S.A.; Springtide Ventures s.r.o.; Milos Enderle (Private Investor)</b>	AppLovin Corporation	Czech Republic	Geewa a.s.	February 2020	n/d	100%	<p>AppLovin Corporation has acquired Geewa a.s. from MCI Capital S.A., Springtide Ventures s.r.o. and Milos Enderle, for an undisclosed consideration.</p> <p>MCI has sold its 32% stake in Geewa, while Springtide and Milos Enderle sold 62% and 6% stake respectively in the company.</p> <p>The acquisition brings about further growth in Geewa. It will also enable Geewa to increase its games, including Smashing Four, globally on AppLovin's platform.</p>
<b>Mid Europa Partners LLP</b>	STADA Arzneimittel AG	Czech Republic	Walmart, a.s.	March 2020	n/d	100%	<p>Mid Europa Partners LLP sold its stake in Walmart, a.s., the Czech Republic-based manufacturer, distributor and seller of nutritional supplements and pharmaceuticals drugs, to STADA Arzneimittel AG, for an undisclosed sum.</p> <p>Post-transaction, STADA has plans to integrate Walmart's manufacturing facility located in Trinec into its global production network.</p>
<b>ARX Equity Partners</b>	Sava Re, Triglav	Slovenia	DC Bled	March 2020	n/d	n/d	<p>ARX Equity Partners has successfully completed the sale of its investment to Diagnostic Center Bled doo (DCB), a Slovenian healthcare provider.</p> <p>The transaction returned ARX's original investment 3.6 times and the internal rate of return (IRR) exceeded 25%.</p> <p>ARX sold DCB to the two largest Slovenian insurance companies, Sava Re and Triglav. The acquisition of DC Bled represents an important step for Sava Re and Triglav towards the realization of their strategic expansion into the Slovenian market of private healthcare services.</p>

Seller	Buyer	Country	Company	Date	Value EUR m	Stake	Description
<b>Benson Oak, spol. s r.o.</b>	Netrisk.hu Elsó Online Biztosítási Alkusz Zrt.	Czech Republic	Klikpojisteni.cz, a.s.	May 2020	n/d	100%	Benson Oak Capital and other shareholders have sold their stake in Czech Republic-based online insurance brokerage Klikpojisteni.cz (Klik) to Netrisk. Netrisk is a portfolio of TA Associates Management and MCI Capital. Netrisk owns and operates Netrisk.hu and Biztositas.hu Post transaction, Klik will continue to operate as a wholly owned subsidiary under the Klik brand and will be under the leadership of its founder Andrew Fuchs and management team. Major Klik shareholders will become minority shareholders in the combined group.
<b>Inven Capital, SICAV, a.s.; Norwest Venture Partners; Qualcomm Ventures; ff Venture Capital; Glilot Capital Partners; Flint Capital</b>	Microsoft Corporation	United Kingdom	CyberX, Inc.	June 2020	147	n/d	The group of sellers have sold their portfolio company, CyberX, Inc. to Microsoft Corporation. Sellers include Inven Capital; Norwest Venture Partners, Qualcomm Ventures, ff Venture Capital, Glilot Capital Partners and Flint Capital. The transaction bolsters Microsoft's security capabilities of its Azure IoT platform and extends to its existing devices including those used in industrial IoT, Operational Technology and infrastructure scenarios. The transaction will help CyberX in scaling their business and technology to securely enable digital transformation. Post transaction, CyberX will become part of the business unit managed by Mr. Yuval Eldar, Microsoft GM of IoT Security.
<b>Index Ventures; Earlybird Venture Capital GmbH &amp; Co KG; BlueYard Capital</b>	Audax Private Equity Group (via Astute, Inc.)	Czech Republic	Socialbakers a.s.	September 2020	n/d	n/d	Shareholders of Socialbakers a.s. including Index Ventures and Earlybird Venture Capital GmbH & Co KG. sold their stakes to Astute, Inc. backed by Audax Private Equity Group. The financial terms of the transaction are not disclosed. The acquisition will result into Astute becoming a one-stop software provider of customer engagement and management solutions.
<b>Miton CZ, s.r.o.; Credo Ventures</b>	Mid Europa Partners LLP	Poland	GWD Concept Sp z o.o./ Displate	December 2020	n/d	n/d	Mid Europa Partners has agreed to acquire a majority stake in GWD Concept Sp z o.o. (dba., Displate), from the founders, Credo Ventures and Miton Capital. The financial terms of the transaction are not disclosed. Post deal, Displate founders Karol Banaszkiwicz, Edward Ruszczyk and Jacek Swigost, will remain significant minority shareholders of the company.

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