

DATE

November 21, 2017

SECTORS

Business & Tech-Enabled Services

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Wolfgang Kazmierowski
Managing Director



Tod Kersten
Managing Director



Daniel Gebler
Managing Director



Carsten Burger
Managing Director

DC Advisory advised Euro-Druckservice GmbH on its sale to DPE Deutsche Private Equity



DC Advisory acted as exclusive financial advisor to the shareholders of Euro-Druckservice GmbH (“EDS”), the leading provider of print marketing solutions in Central Eastern Europe on the sale of the company to funds advised by DPE Deutsche Private Equity (“DPE”).

EDS, headquartered in Passau, Germany, employs c. 1,500 employees across five countries and is the leading provider of print marketing solutions for retailers in CEE (Central and Eastern Europe) with revenues of €275m in FY2016. With an unmatched footprint in the region and ranked number one in all its core markets, EDS is the partner of choice to support its clients’ consumer marketing efforts through printed leaflets.

Jaime Prieto, Founding and Managing Partner at Kartesia, commented on the transaction: “We are proud of Jesus Castillo and the EDS team and the achievements made over the last 4 years. Together, we have reinforced EDS’s leadership in the CEE region to offer the best service to its clients. We are leaving EDS in the best hands with DPE, which has shown a great understanding of the business and underlying market as well as a good personal fit with the management team. Under DPE’s guidance, the Company will continue to lead the consolidation of the European retail printing industry.”

Jesus Castillo, Executive Chairman of EDS, said: “DPE’s philosophy is to actively support entrepreneurial management teams in driving the growth of its investments. We are excited about the opportunity to work with EDS’s new shareholders, whom we consider the best partner for shaping the future of the Company. We thank Kartesia for its unrivalled support which has led up to this point.”

Frank Müller, Managing Partner at DPE, added: “Kartesia has successfully grown EDS into a market leading business across various attractive Eastern European markets. DPE aims to



Martin Moser
Director

leverage on that position and further expand the business, both in its current core markets and beyond. We are proud that the management team endorses DPE as its future partner and look forward to working together over the coming years.”

The transaction is subject to regulatory approval and other customary closing conditions.