

DATE

October 28, 2020

SECTORS

Infrastructure

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Tod Kersten

Managing Director



Moritz Müller

Managing Director



Theodoros Patramanis

Director

DC Advisory advised 3SIIF and Amber Infrastructure on the acquisition of Cargounit

AMBER
INFRASTRUCTURE GROUP



THREE SEAS INITIATIVE
INVESTMENT FUND



Background

- The Three Seas Initiative Investment Fund (3SIIF), established in 2019, with Amber Infrastructure Limited ('Amber'), a dedicated infrastructure fund for the Three Seas region, that:
 - Targets investments that improve connectivity and cooperation,
 - Accelerates economic development by expanding state-of-the-art infrastructure; and
 - Supports supply-critical long-term assets
- Amber is a specialist international infrastructure investment manager, was appointed in February 2020 as exclusive investment adviser to 3SIIF
- Cargounit is the number one Polish rolling stock leasing company, with more than 175 locomotives and c. 36% market share in Poland, and was owned by Abris Capital Partners (Abris), a leading CEE private equity firm
- Following Abris's investment in 2016, Cargounit acquired Poland's other lessor, Lokomotiv, to create a dominant force in Poland in the sector
- This investment fits well within the Three Seas Initiative Investment Fund mandate to improve transport infrastructure across the region

Process

- Amber engaged DC Advisory (DC) to act as exclusive financial advisor and provide advice across all aspects of the acquisition of Cargounit
- DC Warsaw led the 3SIIF and Amber Infrastructure team through a competitive auction process
- DC ran a comprehensive due diligence process including a number of detailed work streams - financial modelling, key business due diligence, structuring, with full support in negotiations until signing

Outcome

- The transaction provided a successful exit for Abris and secured 3SIIF with a long-term growth and expansion platform for locomotive leasing across the CEE region
- The transaction showcases DC's expertise in running tailor-made processes and further cements its leadership position in regional infrastructure advisory