



(2019 Q3) M&A Deals opportunities Newsletter

October 2019

Investment opportunities

The pace of today's M&A activity demands decision-makers to make the right moves confidently and swiftly, in order to avoid missing opportunities.

At KPMG Deal Advisory we understand the challenges on both sides of the transaction and recognise the need for both parties to drive maximum deal value. We create holistic solutions that will help you confidently navigate the complexities of a deal, identifying the key risks and rewards throughout the deal cycle.

Highlights from our investment and other market opportunities include the following:

Selected investment opportunities		
Stage and industry	Description of opportunity	Indicative deal size
Early stage - Education	The Company has developed a web based/online platform with cognitive assessment games, enabling the users to detect dyslexia and other learning disabilities. The Company is seeking to raise finance to support its growth strategy.	€0,5 million minimum investment
Early stage - Software	Software development Company, having recently launched three (3) distinctive software products (web and mobile applications), each targeting a different segment of the pet industry, is seeking working capital to expand its operations into new markets.	€0,5 million minimum investment
Established - Document management services	Operating in the field of document management services, offering physical and digital record management, confidential document destruction and file information technology, the Company is seeking working capital to capitalise on growth opportunities.	€1,0 million minimum investment
Established - Biotech	Active in the field of biotechnology, the Company has developed targeted microRNA delivery treatment for cancer disease, registered with the European Patent Office. Having already raised €0,3 million, the Company is now looking to raise finance for pre-clinical testing.	€1,5 million minimum investment
Established - Retail	Cyprus-based Company involved in the import and distribution of premium meat, fish and vegetables with 2018 revenue of over €9,0 million, is seeking to raise finance in either the form of bond or equity for deleveraging and growth.	€4,0 million
Established - Energy	Leading provider of business, technology, engineering advisory, consulting and implementation of advanced solutions in the hydrocarbons, chemicals and power generation industries, with 2018 revenue of €8,0 million, is now seeking additional growth capital to seize on active opportunities.	€7,0 million
Early Stage - Energy	Operating in the area of Energy, the Company is seeking equity finance to develop a 50MW hybrid concentrated solar thermal power plant, aiming to commence operations by 2022.	€100,0 million

Asset backed opportunities

With tourist activity maintaining record levels heading into the year end, we have highlighted below some rare commercial opportunities for investment in tourism and leisure-focused businesses located in Cyprus.

Selected investment opportunities	
No.	Description of opportunity
1	Operation of a branded boutique hotel in Larnaca comprising of 62 rooms (53 standard rooms and 9 executive suites).
2	Tourism-focused business looking for the disposal of its shares in a 4-star hotel and apartment resort in Paphos, with 250 rooms in capacity looking for an exit.
3	The owners of a 3-star hotel with 76 rooms located in central Paphos are looking to exit. The hotel has planning permission for a 44 room extension and development of new facilities within the hotel.
4	The shareholders of a sea-facing hotel with 90 rooms located in Protaras are seeking for a full disposal of their shares. The licenced 3* hotel is built on 14.602 sqm of land and is located 1km from the centre of Protaras.
5	Opportunity to acquire a 45-year lease in an ideally situated 10.000 sqm multi-use area with existing buildings in the centre of Nicosia.

With the continuous market expansion and growth in opportunities, KPMG wants to be your clear choice of advisor by offering:



Main Contacts

Christophoros Anayiotos
Board Member
Head of Deal Advisory
T: +357 22 209 292
E: canayiotos@kpmg.com

Andrie Santis
Senior Manager
Deal Advisory
T: +357 22 209 063
E: asantis@kpmg.com

www.kpmg.com.cy

