

Case Study No. 4

SELL-SIDE ADVISORY ON ADRIATIC KABEL (2007)



AdriaticKabel



Copernicus

Achieving Top Exit Multiples in Auction

- A leading cable TV operator in Croatia, Adriatic Kabel had emerged from a fragmented market with a complex structure after completing 11 separate acquisitions in the prior two years
- We were retained by Copernicus Capital, the controlling private equity group, to provide sell-side advisory services together with Ernst & Young Corporate Finance
- A simultaneous transaction process involving the Company's main competitor, the No. 1 player, posed a constant threat and necessitated a tight timeline
- Austrian electrical utility BEWAG emerged as the successful bidder after a highly competitive auction process involving 11 interested parties and simultaneous due diligence (5 data rooms)
- The final transaction value result set a new benchmark in cable TV transactions in Europe, with exit multiples higher than those of similar deals completed over the previous 2 years
- Also, Adriatic Kabel attained higher prices per subscriber than the No. 1 player despite having a much lower percentage of its network upgraded to the modern two-way standard

