

ALSO to Acquire ABC DATA S.A.

Written by Bob Snyder
10 January 2019

It's a big deal: ALSO Holding AG will take over the business operations of **ABC Data S.A.**, subject to the completion of the offer and the approval of the regulatory authorities.



Gustavo Möller-Hergt, CEO of ALSO Holding AG. ALSO Holding AG signed an agreement with **MCI Euroventures**, majority shareholder of the Polish company ABC Data S.A., to make a joint tender offer for all publicly held shares of ABC Data S.A..

The objective is to acquire 100% of ABC Data's shares, 60.7% already indirectly held by MCI Euroventures. ABC Data S.A. operates in six Eastern European countries and generated sales of PLN 4635 million (EUR 1.080 billion) in 2017. ALSO Holding AG is strengthening its market position in Eastern Europe-- this may be the largest but it's the third acquisition in CE/EE in 2018.

"We will become the number one in Poland and a leading market player in five other Eastern European countries. The transaction is an important milestone in the implementation of our growth plans," says Gustavo Möller-Hergt, CEO of ALSO Holding AG.

"Part of ALSO's strategy is to strengthen its market position in markets where it does not have a dominant position. In addition, we have a clear intention to further develop the traditional transactional business, to increase the sales share of the solutions business and to enable the highly attractive consumptional business with the ALSO Cloud Marketplace. The acquisition of

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ABC Data S.A. meets our strategic criteria."

The takeover of the business operations of ABC Data S.A. and the closing of ranks with the existing business in Poland will create the leader of IT equipment and consumer electronics distribution in the Polish market.

In addition, with this acquisition the ALSO Group strengthens its existing business in Lithuania and will be present in the Czech Republic, Slovakia, Romania and Hungary.

With the existing activities of ABC Data S.A. in integrated IT solutions, ALSO Holding AG will expand its higher margin solutions business.

With the ABC Data platform, the company will also be able to offer its customers consumption-based IT-as-a-service via the cloud through the **ALSO Cloud Marketplace** (ACMP).

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