

MCI RECORD EXIT – INVIA GROUP CASE STUDY

MCI.TECHVENTURES, FUND MANAGED BY PRIVATE EQUITY MANAGERS, SOLD ITS SHARES IN INVIA.

PLN 326M

(EUR 76 M) INVIA'S VALUATION AT EXIT

11x

RETURN ON PRIMARY INVESTMENT

46%

IRR

INVIA GROUP IS A LEADER OF E-TRAVEL MARKET IN THE CEE REGION (POLAND, CZECH, SLOVAKIA AND HUNGARY), OFFERING TRAVEL PACKAGES, AIRTICKETS AND HOTELS AND COOPERATING WITH OVER 350 TOUR OPERATORS.

2001 – TRAVELPLANET FOUNDED IN POLAND – MCI INVESTMENT
 2002 – INVIA FOUNDED IN CZECH REPUBLIC
 2008 – MCI INVESTS IN INVIA
 2008 – INVIA'S EXPANSION INTO HUNGARIAN MARKET
 2009 – M&As: NETTRAVEL (CZ) AND LASTMINUTE (SK)
 2011 – INVIA ACQUIRES TRAVELPLANET
 2016 – MCI EXITS 100% INVIA

MARKET POSITION

#1 PLAYER
IN E-TRAVEL IN CEE

60% OF MARKET SHARE
IN CZECH REPUBLIC & SLOVAKIA

GBV OVER EUR 250M IN 2015
GBV – GROSS BOOKING VALUE

MCI INVESTMENT IN INVIA GROUP

PLN +241M
EUR 56M
FULL EXIT

PLN +298M
EUR 69,3M
MCI'S TOTAL REVENUE FROM EXIT

2008

2016

PLN -16M
EUR 3,7M
PRIMARY INVESTMENT

PLN -35M
EUR 8,1M
SECONDARY INVESTMENT

PLN +57M
EUR 13,3M
PARTIAL EXITS

MCI.TECHVENTURES FUND INVESTMENT STRATEGY:

- MARKETPLACES
- VERTICAL E-COMMERCE
- FINTECH
- BIGDATA
- ETRAVEL

INVESTMENT TICKET
EUR 10-25M

ABOUT MCI:

MCI, ESTABLISHED IN 1999, IS ONE OF THE MOST DYNAMIC PRIVATE EQUITY GROUPS IN EMERGING EUROPE. MCI INVESTS AT EARLY STAGE, GROWTH STAGE AND EXPANSION/BUYOUT STAGE TECHNOLOGY COMPANIES IN POLAND/CEE REGION, WESTERN EUROPE, BALTIC COUNTRIES, RUSSIA AND TURKEY

mci
CAPITAL S.A.

mci.
PRIVATE EQUITY
MANAGERS S.A.