



Business

Epta Takes Hold of Linus Eco, Aiming to Boost Market Presence

December 6, 2019 Shaheen 0 Comments #Acquisition, #AndrzejZabiegaj, #EptaSpA, #GrzegorzBrak, #LinusEco, #MarcoNocivelli

“The key objective of Epta behind this latest move is to strengthen its direct presence in countries with high growth potential like Poland.

Epta SpA, a commercial refrigeration system manufacturer, has lately acquired Linus Eco, a trusted partner in the food retail segment in Kraków, Poland. The key objective of the company behind this latest move is to strengthen its direct presence in countries with high growth potential like Poland. This acquisition is a part of company's growth strategy, following the establishment of Epta Polska with an objective to increase the market penetration.

Andrzej Zabiegaj and Grzegorz Brak, Officials from Linus, commented, "Epta Polska and Linus, both have gained benefits from the partnership. We will now be combining our competencies in a common team." The executives further added saying that working with Epta would offer us an opportunity to deliver turnkey projects with great added value, comprising of solutions recognized for their quality, aesthetics, technological content, and less environmental impact, together with exceptional pre and after-sales services.

Acquisition to Enable Firms to be More Competitive Together

Chairman and CEO of Epta, Marco Nocivelli, said, "We are happy to welcome Linus Eco with open arms. This deal will enable us to be more competitive collectively and stay closer to our customers in Poland. Our aim is to expand the company's presence in Central as well as Eastern European nations. We established Epta International in 2011, a commercial as well as technical coordination centre, based in Hungary, Libre in Poland in 2017, and the Romanian company DAAS carried on with this strategy in 2018."

Epta Aims to Strengthen its Foothold in High Potential Regions

With the expertise of Linus, Epta is looking forward to further expanding its market share in regions with high growth potential through its own locations. As per sources, MDDP and Schönherr were the advisors who offered support to Epta in the transaction for the tax and financial due diligence and legal matters, respectively. The closing of the deal has already been done, sources say.