

Erste Group acts as Mandated Lead Arranger in Drogerie Natura acquisition by Interchem

Erste Group Bank AG („Erste Group“) acted as Mandated Lead Arranger for the approx. EUR 50 million acquisition financing of Polbita Sp. z o.o. and its flagship brand „Drogerie Natura“, the leading personal care retail chain in Poland, by Interchem, the leading Polish distributor of household products and personal care goods.

“This was an extremely important acquisition for Interchem and its owner Resource Partners, and we are happy to have arranged the financing. Thanks to this acquisition, Interchem will be able to further strengthen its position on the highly competitive Polish market and reap the benefits of the extremely promising retail and consumer goods segment. We are pleased with the corporate finance opportunities available to us in Poland this year, particularly the transactions sponsored by private equity groups”, stated Ingo Bleier, Head of Investment Banking at Erste Group.



Utilities, healthcare, natural resources as well as consumer goods will remain in focus in Poland. Since customers require more specialized products than the ones they can find in supermarkets, the share of specialized cosmetic shops on the Polish market already exceeds 50%. According to a recent study, 53% of women and 35% of men in Poland purchase their cosmetic products at personal care retailers. This explains why the number of personal care retail chains significantly increased in 2010, whereas the number of small traditional shops declined. In 2010, Polish people spent about EUR 1 billion on cosmetic products, 1.3% less than in 2009.

Erste Group is a leading Mergers & Acquisitions adviser in Central and Eastern Europe, having advised on deals worth around EUR 10 billion since 2005. With an overall privatisation transaction volume of EUR 3 billion in Poland in 2010, the Warsaw Stock Exchange has become Europe’s number 2 market for IPOs.

Established in 1996, Interchem S.A. has become the leading wholesaler of household products and personal care goods in Poland. Following the acquisition of Drogerie Natura, the company’s national network of personal care stores will increase to approx. 400 outlets. Since 2010 Interchem has been owned by Resource Partners, a private equity fund manager, focusing on growth and expansion financing in Central and Eastern Europe.