



Client:
EUGESTA un Partneri SIA

Field of business activity:
Non-specialised wholesale of food, beverages and tobacco

Services offered:
Transaction advisory, M&A (legal, financial and tax advisory)

Country: Estonia

„Thanks to the team of Grant Thornton Baltic consultants, our company managed to successfully expand our business in Estonia. They offered us professional and many-sided support during our acquisition of KAFO Eesti OÜ, a company selling coffee gear.

With the help of Grant Thornton, we were able to easily manage all the important aspects of a sales transaction from preparatory work to the actual signing of the contract. The support of the widely experienced consultants was absolutely priceless at the pre-signing negotiations!

Straight and pleasant contact with the Grant Thornton team of lawyers and financial and tax consultants lead us smoothly to our goal. We surely recommend them as consulting partners to any company that is planning a transaction! “

Andris Pimanovs
EUGESTA un Partneri SIA, Board Member



In spring 2019, Grant Thornton Baltic provided advisory services to Lithuanian company EUGESTA un Partneri SIA for purchasing KAFO Eesti OÜ. KAFO Eesti OÜ imports and distributes coffee and coffee making equipment in Estonia.

Project

Grant Thornton Baltic advised EUGESTA un Partneri SIA in the following areas: conducting legal, financial and tax due diligence, advising the acquisition of business, advising the negotiations of the terms and conditions of the transaction and drafting the notice for merger clearance.

Result

As a result of the transaction, KAFO Eesti OÜ was acquired by EUGESTA un Partneri SIA. KAFO Eesti OÜ provides its customers with a comprehensive service that covers both sales and maintenance of coffee machines and sales of coffee. KAFO Eesti OÜ mainly serves corporate customers: retail and resellers, cafes, restaurants and offices. KAFO Eesti OÜ distributes the following brands JURA, LAVAZZA, HARIO, Aeropress, Torani, Dalla Corte, Carimali etc.

Our advisers

Project was managed by Grant Thornton Baltic partner **Eneli Perolainen**, big contributions were made by our legal, tax and financial advisers **Elis Vija, Aet Sallaste, Allan Kubu, Kristel Tiits, Sander Adamson and Mikk Mägi**.

