

CMP portfolio company Nautic Alliance Group acquires majority stake in Pitter Yachtcharter with legal assistance from Wolf Theiss

Vienna, 25 October 2022 – CMP German Opportunity Fund III, an investment fund advised by CMP Capital Management-Partners, relied on the legal advice of Wolf Theiss regarding the growth of its portfolio company Nautic Alliance with its next acquisition.

CMP Capital Management-Partners advises CMP German Opportunity Fund III in establishing and developing a group of charter companies in the Mediterranean into a successful charter alliance. The aim of the new charter group is to offer a diverse range of charters with the best service at reasonable prices for charter customers and ship owners in the coming years. The Austrian-Croatian fleet operator Pitter Yachtcharter has decided to become part of the new alliance. This is documented by CMP led Nautic Alliance Holding to take a majority shareholding in Pitter Yachtcharter.

Under the co-lead of Corporate/M&A Partner Christian Mikosch and Corporate/M&A Senior Associate Michael Kienzl (both based in Vienna) and Partner Dora Gazi Kovacevic (based in Zagreb), the Wolf Theiss team was responsible for conducting the due diligence, addressing the country specific pertinent regulatory issues, drafting the transaction documents, setting up the holding structure, and successfully completing the negotiations, signing and closing.

"The entire transaction was characterised by constructive and trust-based collaboration between the parties and close alignment with CMP's General Counsel Dr. Robert Thamm. Furthermore, in transactions where owner-operated companies are sold, individual issues usually must be resolved on short notice. This can be challenging but also very rewarding work, as the issues vary considerably" commented Michael Kienzl.

"When larger teams need to be coordinated across multiple jurisdictions, project management skills and the broadest possible understanding of the business case are critical factors for success", added Christian Mikosch.

Apart from Christian Mikosch, Michael Kienzl and Dora Gazi Kovacevic, the Wolf Theiss team consisted of Consultant Ira Peric Ostojic (Regulatory & Procurement, Zagreb), Senior Associates Gregor Grablowitz (Corporate/M&A,

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Vienna), Anna Schwamberger (Employment, Vienna), Lucia Mocibob (Banking & Finance, Zagreb), Associates Berislav Draskovic (Corporate/M&A, Zagreb), Janko Dudukovic-Petyo (Disputes, Zagreb), Mateja Jelacic (Corporate/M&A, Zagreb), Marija Lalin (Corporate/M&A, Zagreb) and Ana Slovenec (Corporate/M&A, Zagreb).

CMP Capital Management-Partners advises investment companies that invest in businesses facing special situations or undergoing a turnaround. The funds advised by CMP have a combined capital of EUR 440 million. Since CMP was founded in 2000 in Berlin, the CMP-advises funds have acquired and developed more than 20 mid-sized companies in Germany, Austria, and Switzerland. Collectively, the CMP team has more than 100 years of experience in the acquisition, management, transformation, and development of a diverse range of companies.

Pitter Yachtcharter has been regarded for many years as the Croatia specialist with about 500 yachts at 15 bases on the Adriatic, six of which are their own along the Croatian coast from Pula to Split. Over the years, the company has earned a reputation as a quality benchmark in the Croatian market.

About Wolf Theiss

Founded in 1957, Wolf Theiss is one of the leading law firms in Central, Eastern and South-Eastern Europe (CEE/SEE). We have built our reputation on unrivalled local knowledge which is supported by strong international capabilities. With more than 360 lawyers in 13 countries, over 80% of the firm's work involves cross-border representation of international clients.

Albania, Austria, Bosnia and Herzegovina, Bulgaria, Croatia, Czech Republic, Hungary, Poland, Romania, Serbia, Slovakia, Slovenia and Ukraine, Wolf Theiss represents local and international industrial, trade and service companies, as well as banks and insurance companies. Combining law and business, Wolf Theiss develops comprehensive and constructive solutions on the basis of legal, fiscal and business know-how.

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