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Merger Vision advised founders on sale of 100% shares in Princip, a.s., one of the largest central European telematics companies

W.A.G. payment solutions, a.s. (www.eurowag.com) has acquired 100% shares in **Princip a.s.** Merger Vision acted as exclusive M&A advisor to the founders' family. A transaction team organising an international tender was led by Jiří Mareš and Karel Niederle.

Princip a.s. (www.princip.cz) is a leader in development of electronics and devices for road telematics in the Czech Republic and Slovakia. Telematic units produced by Princip, alongside with the web-based service WEBDISPECINK (www.webdispatching.com) currently use 4000 customers in more than 70.000 vehicles not only in the Czech Republic, but also in Slovakia and other countries of the CEE region, which makes it also an important european telematics competitor. Besides developing and producing its own telematics unit, Princip has also been a valued R&D partner for OEM producers of passenger cars & trucks helping them develop proprietary telematics solutions, as well as an appreciated supplier to leading fleet management services providers.

W.A.G. payment solutions, a.s. ("W.A.G.") has been present on the market for 21 years and is known also under Eurowag (EW) brand. It ranks among six largest European providers of payment solutions for road mobility. Its customers comprise professional transport companies and hauliers and newly also companies operating passenger car fleets. More than 250 thousand drivers from all over Europe rely on W.A.G. for their payment solutions. In 2016 W.A.G.'s turnover exceeded 25 billion Czech Crowns (USD 1 bn). On an annual basis, the company has been achieving longstanding growth of 25%.

W.A.G. is headquartered in Prague with regional representation in Austria, Bulgaria, Hungary, Poland, Romania, Slovakia, Serbia, Macedonia, Spain, Portugal, Slovenia, Turkey, Estonia, Lithuania, Italy and Ukraine. Its clients thus benefit from using a network of more than 9200 fuel stations across Europe accepting Eurowag fuel and payment cards.

Merger Vision is an independent Czech M&A advisory firm focused on small and mid-sized Czech companies; primarily management-controlled and family-owned businesses.

Please do not hesitate to contact us in case of any questions.

Kind regards,

Jiří Mareš
Partner

Karel Niederle
Partner