



PRESS RELEASE

EMMA Capital acquires majority stake in Mailstep

Prague, 9th November, 2020

Mailstep, one of the largest domestic companies focused on logistics in the e-commerce sector, announced today that it has successfully concluded negotiations with EMMA Capital Group for the sale of a 70% stake. This is the largest ever completed acquisition in the Czech Republic in the internet logistics sector.

Mailstep was founded by its current owner Jan Rozlivka in 1990. Over the course of three decades, the company has become a leader on the Czech market in fulfilment (comprehensive logistics solutions for e-shops) and finishing (comprehensive service for modern media houses and the printing industry). From its Prague headquarters, it serves domestic and foreign customers, especially from the European Union and the UK. The European market accounts for more than 65% of the total volume of its shipments.

“EMMA Group’s capital entry will enable us to expand to an even greater extent into foreign markets,” comments Jan Rozlivka. *“Order volumes from some regions are already so high that it is worthwhile for us to set up new logistics centres and serve the region from them. This is another step towards our long-term goal: to be one of the foremost players in our industry on the European market.”*

In the first phase, Mailstep intends to build distribution centres for South-West Europe (Spain) and South-East Europe (Romania and Greece).

Mailstep selected EMMA Capital Group among many interested parties. According to Jan Rozlivka, the decisive factors were the way EMMA acts in the companies in which it has acquired an equity stake, its financial background, its international experience and, above all, a shared vision for the further development of the company.

EMMA Capital partner Michal Houšť' adds: *“The acquisition of Mailstep fits well with our interest in the e-commerce sector on the European continent. We believe it is possible to achieve synergies with our other investments in this sector and help Mailstep to develop dynamically in new markets.”*

As part of the agreement for EMMA Capital's entry into Mailstep, the current management will continue in their positions.

Mailstep is a technology and logistics company with more than 30 years of experience founded by Jan Rozlivka. Since 2015, it has been investing significantly in technology and state-of-the-art techniques in the e-commerce fulfilment segment. High complexity and the ability to quickly implement innovations has secured Mailstep's position as a trendsetter in areas where it provides its customers with high value-added services and products.

EMMA Capital is a private investment holding company founded in 2012 by Jiří Šmejč. In recent years, it has focused mainly on markets in the European Union, but is also present in other markets in Europe and Asia. It usually plays an active role in companies where it acquires an equity stake, participating in their management, development and possible restructuring. In addition to retail and customer-facing companies, it invests across sectors such as financial technology, consumer finance, gas and electricity distribution, gaming, insurance, pharmaceuticals and healthcare.

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