



Corporate Finance News

Global traffic technology champion on the rise – VITRONIC joins ITIS Holding

Commerzbank acted as exclusive M&A adviser to the private shareholders of VITRONIC Group

Transaction year: 2024

Industry sector: Intelligent traffic technology/
Machine vision

Client type: Private

Transaction type: Sell-side, cross-border

Countries: Germany, Czech Republic

About VITRONIC

VITRONIC is a market-leading technology specialist in the fast-growing fields of intelligent traffic management as well as logistics and industrial machine vision solutions. As a true pioneer in machine vision solutions, VITRONIC has been setting benchmarks for performance, quality, and reliability, shaping the industry for almost 40 years. Today, VITRONIC provides the most comprehensive speed-, redlight-, and tolling enforcement as well as logistics and industrial machine vision solutions to its customers worldwide. Since its founding in 1984, VITRONIC has grown to over 1,300 employees worldwide with subsidiaries in North America, Europe, Asia and Australia.

Initial Situation

The shareholders of VITRONIC Group retained Commerzbank as exclusive financial adviser to explore strategic options for the Group. The objective was to find an optimal succession solution and a partner capable of continuing its international success story and building upon 40 years of technological excellence.

Commerzbank Approach

- Advice on M&A process design and tactics
- Targeted global investor approach, including strategic investors and financial sponsors (by leveraging the global franchise of Commerzbank)
- Coordination of vendor due diligence teams (Deloitte FDD/Roland Berger CDD)
- Professional and stringent process execution
- Advice on deal structure and negotiation support

Transaction Outcome

“We are excited to continue our growth as we unite with ITIS to enhance our global reach, our research and development capacity and operational competences to better service our clients’ needs. Together, with ITIS Holding, its group companies, and under the umbrella of the PPF Group, we are committed to setting new industry standards and delivering advanced solutions that bring added value to our stakeholders.”

Daniel Scholz-Stein, CEO of VITRONIC Group

“Together, ITIS and VITRONIC cover a comprehensive range of transport technologies, from intelligent transport infrastructure to infrastructure charging, traffic safety and automation. We will support the growth and success of VITRONIC, delivering advanced solutions and top services globally.”

Matej Okáli, Chairman of the Board and CEO of ITIS Holding

About Commerzbank Commerzbank is the leading bank for the German Mittelstand and a strong partner for around 26,000 corporate client groups and almost 11 million private and small-business customers in Germany. The Bank's two Business Segments - Private and Small-Business Customers and Corporate Clients - offer a comprehensive portfolio of financial services. Commerzbank transacts approximately 30 per cent of Germany's foreign trade and is present internationally in more than 40 countries in the corporate clients' business. The Bank focusses on the German Mittelstand, large corporates, and institutional clients. As part of its international business, Commerzbank supports clients with a business relationship to Germany, Austria, or Switzerland and companies operating in selected future-oriented industries. In the Private and Small-Business Customers segment, the Bank is at the side of its customers with its brands Commerzbank and comdirect: online and mobile, in the advisory centre, and personally in its branches. Its Polish subsidiary mBank S.A. is an innovative digital bank that serves approximately 5.7 million private and corporate customers, predominantly in Poland, as well as in the Czech Republic and Slovakia.

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