

Important step forward for Payconiq to help the future of payments in the EPI organization

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DEAL SNAPSHOT

European Payments Initiative (EPI) has simultaneously acquired the Luxembourg technology provider Payconiq International (PQI) and the Dutch payment solution provider IDEAL.

The transactions mark a significant milestone in EPI's strategy to deliver a unified instant payments scheme and platform in Europe. Their completion further supports EPI's ambition to become a leading player in the European payments landscape.

PQI is the first European payment company to offer proven, scalable and real-time payment solutions across the entire omnichannel experience. Thanks to the latest account-to-account payment technologies, PQI enables banks, retailers and payment solution providers to optimize their customer journey for a frictionless payment flow in an industry where user experience is the differentiator.

EPI is a European commission backed by 16 European banks and financial services companies to progressively build a payment solution specifically tailored for Europe. EPI leverages the instant account-to-account payments infrastructure available in Europe to improve efficiency and remove intermediaries in the payment flow.

“It was a pleasure to experience the professionalism and know-how of the Oaklins team first hand. Thanks to their assistance, we were able to navigate swiftly through the challenging discussions with the various stakeholders involved in this complex transaction and move steadily towards the finish line, helping us to secure this landmark deal within the payment services sector.”

ERIK LUTS
CIO, KBC GROUP
BELGIUM

OAKLINS' EXPERTISE WAS INSTRUMENTAL IN FACILITATING THIS DEAL

Oaklins' team in Belgium, led by its TMT sector specialist, served as the exclusive M&A advisor to KBC Bank, an integrated bank-insurance group in Belgium and, together with ING Group Investments, as representative M&A advisor to the shareholders of PQI during the sale process. Leveraging deep sector expertise, the team navigated complex challenges, including intricate regulations and a diverse shareholder base. Their strategic guidance ensured a successful bilateral process and showcased Oaklins' proficiency in steering high-stakes transactions in the dynamic financial technology sector.



MARKET TRENDS & DEAL DRIVERS

EPI acquired payment solutions provider PQI and payment solution iDEAL to advance its vision of setting up a new, innovative and unified payment solution for Europe.

EPI is positioning itself as the common solution and innovation platform of the European payment ecosystem.

It will serve as a foundation for the fulfillment of the European Commission's and the European Central Bank/Eurosystem's pan-European retail payments strategy, and as a further catalyst to enhance Europe's position as a global leader in payment innovation.

"I would like to express my gratitude to all parties involved in these significant transactions. I thank our shareholders for their continuous trust in EPI's vision and mission, and the relevant authorities for their diligent review. Furthermore, I would like to address a warm welcome to the employees of iDEAL and Payconiq International who will be joining the EPI family. I believe that their expertise and experience will be very valuable in driving the success of EPI and its payment solution, Wero."

MARTINA WEIMERT

CEO, EUROPEAN PAYMENTS INITIATIVE
BELGIUM

TALK TO OUR ADVISOR



✉ **BART DELUSINNE**

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With over 25 years of experience in corporate finance and with a focus on the technology M&A sector, Bart leads the firm's tech team (new technologies). Recent TMT deals he has advised on include the sale of Engie's dark fiber activity to euNetworks; the acquisition of Zenitel by 3D Investors; the sale of Pridiktiv to Corilus/Gilde; and the sale of Mobile Vikings to Proximus.



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