



LEADING CROATIAN PORT SERVICES PROVIDER SOLD TO ITALIAN SHIPPING COMPANIES

Deal snapshot

- The Maras family has sold a 93% stake in Jadranski Pomorski Servis (JPS) to strategic partners, the Italian shipping companies SCAFI Società di Navigazione SpA (SCAFI) and Rimorchiatori Laziali SpA.
- JPS is a leading provider of towage, salvage and port services to ports and shipyards as well as to the oil and gas transport industry. Based in Rijeka, JPS offers its towing services in the Croatian Adriatic, the Mediterranean and in Venezuela. With a fleet of 11 tugs, three barges and a floating crane, JPS generates sales of approximately US\$10 million and an EBITDA in the range of US\$4 million.
- SCAFI has an established tug fleet which operates out of the Italian ports La Spezia, Savona and Gioia Tauro. Rimorchiatori Laziali also has an extensive fleet of tugboats working in the ports of Civitavecchia, Palermo and Trapani.



What our client said



Ante Maras, Owner and CEO, Jadranski Pomorski Servis, Croatia

"The sale of a majority stake in the company, to which I have dedicated over 25 years of my life and work, was not only an economic but also a very emotional and tough decision for me to make. Oaklins' team in Croatia provided a professional and expert service, and showed a lot of understanding and human support during the most sensitive moments of the process. I truly appreciate the high level of their commitment and hard work on this complex and lengthy project."

Our role in the transaction

Oaklins' Croatian team acted as the exclusive M&A advisor to JPS and its owner in this transaction, guiding JPS through the initial company preparation for a strategic partnership and analysis of potential partners to negotiations with the shortlisted and final partners.



Market trends and deal drivers

- By far the biggest Croatian cargo port, Rijeka handles more than 80% of all shipped container cargo in the country. It is also the only deepwater port in Croatia. The port's container terminal can accommodate vessels up to Panamax size, while the oil and gas terminal's 30-meter depth allows for berthing of even the biggest tankers.
- The port's location at the north end of the Adriatic combined with its naturally occurring deep water make it a potentially excellent logistics center for hauling cargo into Central and Eastern Europe. To increase the port's importance and make it more competitive than the nearby ports of Trieste (Italy) and Koper (Slovenia), the state has launched several important infrastructural, energy, and oil and gas projects.
- JPS has long-term concession contracts in Rijeka and the nearby oil terminal, and will directly benefit from these new projects.

M&A valuation aspects

- With a stable business, high profitability and a strong balance sheet, and taking into consideration a positive future outlook and growing underlying markets, JPS represented a very attractive acquisition target.
- The combination of the three companies will facilitate their further growth and development in the Mediterranean.
- Based on received binding offers, JPS reached an enterprise value of 5.5x–6.5x EBITDA. As a traditional family-owned company, the owner's key goal, apart from the financial valuation, was to ensure the new owner would keep the renowned brand name and reputation that the company has built over 25 years in the market and guarantee the highest standards of quality and service.

Oaklins industry specialists



✉ **Joško Vučetić**, Partner, Oaklins, Croatia

"Faced with stiff competition, the European port towage business has completely changed over the past decade, where investments in fleet modernization and workforce education are driving forces. By joining up with SCAFI and Rimorchiatori Laziali, JPS will be able to provide better and more efficient services to its clients."



✉ **Don Wiggins**, Practice Leader Logistics, Oaklins, USA

Don has advised numerous clients in the logistics industry. He has closed transactions with Drummac Atlantic Quality Parts and CWF, among others.

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