



News item

November 17th 2020

Navitas Capital acquires a majority share in Delta Wines

Navitas Capital acquires a majority share (51%) in Delta Wines, a leading importer and distributor of over 4,600 different wines from 246 suppliers. The company supplies over 85 million bottles of wine annually from over 20 countries to supermarkets, traditional retailers, wholesalers, the online channel, and the foodservice industry. On the back of its central role in the value chain, Delta Wines is an important strategic partner to producers and customers through a wide range of additional services including agency, advice, category management, marketing / branding, logistics and supply chain service. Delta Wines serves its customers internationally from its own distribution centres in the Netherlands, Poland and the Czech Republic. The head office is located in Waddinxveen.

Joris Snelten (CEO, Delta Wines):

“The company is able to secure a sustainable market position by embedding important core values in the organisation: the most innovative assortment management with the right wines, healthy margins throughout the value chain, extensive knowledge of the market and the best possible service. With Navitas we have secured a partner to support Delta Wines in further professionalisation through amongst others data analytics and category management.”

The addition of Navitas Capital as a shareholder provides the opportunity to further accelerate the execution of the company’s strategy: strengthen the leading market position as an efficient, digitally optimised distributor of wine in existing markets and actively expand through targeted national and international growth.

Ralph Zopfi (Managing Director, Delta Wines):

“We are looking forward to start a new chapter with Delta Wines. We were keen to add a solid and long-term partner to the Delta Wines shareholder base to further support the ambition of (international) growth. We are confident that Navitas Capital is the right partner for us with a philosophy that fits the company culture and mission. In addition we see many fields of expertise that Navitas Capital brings to the table that can support Delta Wines’ growth ambition.”

The entrepreneurial mindset, long-term vision and excellent market reputation are the common ground for Delta Wines and Navitas Capital. The DNA of both parties reflects many similarities, the starting point being that excellent daily operations and building long-term relationships with all business partners are the backbone of sustainable success.

Ernst-Jan Koziolk (Investment Director, Navitas Capital):

“We are impressed by the market position and degree of professionalism within the Delta Wines organisation. The company is led by a highly committed and ambitious management team. Delta Wines is excellently positioned to further build on its success and track record. We are looking forward to contribute to the further growth through our knowledge and experience with regard to logistics, category management, use of data and (international) growth strategy.”

* The intended transaction is subject to approval from the relevant authorities.



DELTA WINES



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NOTE:

Delta Wines:

Delta Wines, the parent company of DGS WIJN, Coenecoop Wine Traders, Pallas Wines and Global Wine Operations, is active in the import and distribution of wines. In recent years, the company has shown strong growth, including international expansion through the acquisition of AN.KA Wines in Poland and Adveal Wines & Spirits in the Czech Republic. In 2019, the consolidated turnover was 208 million euros.

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Navitas Capital

Navitas Capital is a Dutch investment firm founded in 2006, originating from entrepreneurial success with a corresponding mindset. Navitas Capital is actively seeking to grow its existing portfolio through investments in excellently managed companies with demonstrable growth prospects. Together with involved management teams, Navitas Capital is committed to contribute to build stable and sustainable companies with a long-term investment horizon. Navitas Capital's portfolio consists of both private and listed companies.

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