

Stratulat Albulescu advises QeOPS and its shareholders on their partial exit towards Cargus



Stratulat Albulescu advises QeOPS and its shareholders on their partial exit towards Cargus, a major courier service provider in Romania, owned by Mid Europa Partners.

The acquisition will strengthen Cargus' value-added service offering for its customers, in line with the company's strategic investments over the past two years, focusing mostly on digitization and improvement of the overall customer experience.

Moreover, the transaction highlights the company's commitment to the e-commerce segment, which expects to continue its upward trend, with a double-digit increase in the coming years.

[QeOPS](#) is a Romanian company specialised in logistics for online commerce (e-fulfillment), owned and run by Paul and Gabriel Copil. With over 50% increase in turnover in 2020, QeOPS was rapidly achieving revenues over one million euro in 2020, an evolution that brings it to the first 200 logistics companies in Romania (by turnover).

[Mid Europa Partners](#) is a leading buyout investor focused on the growth markets of Central and Eastern Europe with over €5.3 billion of funds raised and managed since inception. Established in 1999, Mid Europa has pioneered private equity in the region. Among one of the most notable investments of Mid Europa Partners, we can name the acquisition of Cargus in 2018. Cargus is a leading courier, express and parcel service provider in Romania, offering last mile delivery to over 85,000 customers, including business clients, e-commerce retailers and private individuals.

Cargus operates a dense network of 5 national sorting centers, 51 operational centers and a team of over 2,450 couriers who perform over 40 million deliveries per year, with 13600 locations available for delivery connected by over 300 linehaul routes, which together with its state-of-the-art asset base and logistical capabilities enable the Company to offer high-quality services such as 24-hour delivery across the country.

The **Stratulat Albulescu** team was coordinated by *Partner Cristina Man*, with the close support of *Senior Associate Adrian Hlistei-Muresan*.