Couche-Tard Moves Into Ireland

Retailer says it shares the same DNA as Topaz, its latest acquisition

ircle K is coming to Ireland via the acquisition of Topaz convenience stores and both sides of the deal see the combination as a perfect fit. "We're very excited. We've been looking at Ireland for six years, since 2009, and we couldn't be more happy to be coming to Ireland and joining the Topaz network," said Brian Hannasch, president and CEO of Circle K parent Alimentation Couche-Tard Inc. "We think it is the premier operator in the country and we know a lot about that — acquiring great companies, great management teams that are winning and investing in their stores and winning with the customers. We are here to help further that journey."

The agreement calls for Couche-Tard to purchase the majority share capital — more than 99.86 percent — of both Topaz Energy Group Limited and Resource Property Investment Fund plc, together with the entire



share capital of Esso Ireland Limited. No price tag was revealed for the transaction, which is expected to close in late February or early March.

Dublin-based Topaz has 464 stations across Ireland, including its recently acquired Esso station network. Of these stations, 162 are owned by Topaz and 302

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are owned by dealers.

The agreement with Couche-Tard also encompasses a commercial fuels operation with more than 30 depots and two owned terminals.

Topaz has been undergoing a transformation the past two years, but is now positioned as the leading convenience retailer in the country, according to Topaz Chief Executive Emmet O'Neill.

"The last two years have been a period of transformation. We moved from an organization that was challenged and weak and with an uncertain future to the No. 1 operator in the country, extremely well invested, well branded and well respected," O'Neill said. "We are now joining the world's No. 1 fuel retail convenience operator, which is also well branded, well invested and strong. It's a great marriage."

Couche-Tard's move into Ireland comes three years after it entered Europe through the acquisition of Statoil Fuel & Retail ASA, which has a presence in eight countries.

"It's been a great marriage. Three and half years later, we continue to be impressed with our team in Europe. We've done a lot of sharing of best practices back and forth, and we've learned from each other. Today, I think we've got that platform ready to grow and certainly this is a big first step in growing across Europe," Hannasch said.