

In this commercial document, we present the opportunity to invest in a waste and scrap transport company in Portugal.

The company began its activity at the beginning of the 21st century and develops its main activity in the field of road transport of goods, namely construction waste and scrap.

They rent, deliver and collect waste containers that are subsequently delivered to specialized waste treatment centers.

| Income statement (€)   | 2019H          | 2020H          | 2021H          | 2022H          |
|------------------------|----------------|----------------|----------------|----------------|
| <b>Turnover</b>        | <b>326,096</b> | <b>332,238</b> | <b>327,536</b> | <b>339,372</b> |
| <i>% growth</i>        | <i>n.a.</i>    | <i>1.9%</i>    | <i>-1.4%</i>   | <i>3.6%</i>    |
| <b>Gross margin</b>    | <b>322,008</b> | <b>330,384</b> | <b>316,588</b> | <b>335,543</b> |
| <i>Gross margin %</i>  | <i>98.7%</i>   | <i>99.4%</i>   | <i>96.7%</i>   | <i>98.9%</i>   |
| <b>EBITDA</b>          | <b>63,387</b>  | <b>66,748</b>  | <b>59,805</b>  | <b>55,890</b>  |
| <i>EBITDA margin %</i> | <i>19.4%</i>   | <i>20.1%</i>   | <i>18.3%</i>   | <i>16.5%</i>   |
| <b>Net income</b>      | <b>36,047</b>  | <b>33,670</b>  | <b>33,180</b>  | <b>33,225</b>  |
| <i>Net income %</i>    | <i>11.1%</i>   | <i>10.1%</i>   | <i>10.1%</i>   | <i>9.8%</i>    |



Company with a solid structure, currently with 5 employees.



Average EBITDA margin and net profit over the last 4 years of 18.6% and 10.3%, respectively.



Average annual sales growth for the last 3 years of 1.3% in a post-COVID-19 recovery trajectory.



Minimum CAPEX requirements since the majority of investment in fixed assets has already been accomplished.



Investment in average working capital of 800 euros per year.



Company sold with around 13 thousand euros of debt and 27 thousand euros of cash and bank deposits.



Equity represents around 50% of the total asset value.