






## We hereby present in this commercial document, the opportunity to invest in a cleaning company in Portugal

Company founded at the end of 2020, in the Greater Lisbon area, with activities aimed at cleaning services, more specifically in hotels, local accommodation, medical clinics and offices. It also manages the bed and bath linen for the local accommodation

Income statement (€)	2021H	2022H	2023E	2024E
<b>Turnover</b>	<b>97,762</b>	<b>243,258</b>	<b>272,449</b>	<b>305,143</b>
<i>% growth</i>	<i>n.a.</i>	<i>148.8%</i>	<i>12.0%</i>	<i>12.0%</i>
<b>Cost of goods sold</b>	<b>-11,847</b>	<b>-11,648</b>	<b>-23,031</b>	<b>-25,795</b>
<b>Gross margin</b>	<b>85,915</b>	<b>231,610</b>	<b>249,418</b>	<b>279,348</b>
<i>Gross margin %</i>	<i>87.9%</i>	<i>95.2%</i>	<i>91.5%</i>	<i>91.5%</i>
<b>EBITDA</b>	<b>28,496</b>	<b>97,858</b>	<b>62,733</b>	<b>68,240</b>
<i>EBITDA margin %</i>	<i>29.1%</i>	<i>40.2%</i>	<i>23.0%</i>	<i>22.4%</i>
<b>Net income</b>	<b>22,372</b>	<b>75,258</b>	<b>48,768</b>	<b>52,899</b>
<i>Net income margin %</i>	<i>22.9%</i>	<i>30.9%</i>	<i>17.9%</i>	<i>17.3%</i>

- 148%** Company with two years of activity with a 148% growth in the turnover in 2022
- 9** In 2022, there were 9 employees, 7 of them under subcontracting or temporary work, and 2 with employment contract
- 40%** EBITDA margin of about 30% in 2021 and 40% in 2022
-  90% of the costs are related to labor expenses
- 90%** Good ability to generate free cash flows, as they represent an average of about 90% of the net income
-  Average receivables collection period of less than 30 days, without any investment in inventory and, consequently, very low working capital investment requirements
-  Company sold with financial liabilities of less than €1,000
-  In two years of activity, the business has gained significant size without compromising the strong margins recorded. An excellent opportunity for investors looking to acquire a new and growing business with good cash flow generation capabilities
-  The partners want to retire

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