

In this commercial document, we present the opportunity to invest in a company that develops projects in the area of information technology, in Portugal.

The company develops projects in the area of information technologies, offering products and services that range from the creation of IT infrastructures to the installation of solutions for the digital economy. It maintains a great relationship with its suppliers, who are highly regarded in the market. It has a wide client portfolio, where part of its acquisition comes from public and municipal tenders. The company has annual contracts with customers to renew the supply of services and hardware.

Income Statement (€)	2019H	2020H	2021H	2022H
Turnover	1,201,133	1,461,143	1,455,812	1,607,365
<i>% growth</i>	<i>n.a.</i>	<i>21.6%</i>	<i>-0.4%</i>	<i>10.4%</i>
Cogs	-876,340	-872,008	-967,854	-1,026,815
Gross Margin	324,793	589,135	487,958	580,550
<i>Gross Margin %</i>	<i>27.0%</i>	<i>40.3%</i>	<i>33.5%</i>	<i>36.1%</i>
Personnel expenses	-168,997	-165,247	-160,695	-181,761
External services and supplies	-181,537	-205,417	-150,324	-295,042
Other income	24,077	14,951	15,067	1,814
Other expenses	-3,872	-106,566	-149,047	-9,637
EBITDA	-5,536	126,856	42,958	95,925
<i>EBITDA Margin %</i>	<i>-0.5%</i>	<i>8.7%</i>	<i>3.0%</i>	<i>6.0%</i>



Market value of the property 500 thousand euros, market value of the company 1 million euros (includes a 50% stake in another entity that has a turnover of 500 thousand euros)



Company with a solid personnel structure, currently with 9 employees



EBITDA margin and average net profit of 4.3% and 2.7%, respectively



Average annual sales growth, for the last 3 years, of 10.2%



Minimum CAPEX needs since the majority of investment in fixed assets has already been made



Stabilized working capital needs, with a constant 45-day cash conversion cycle



Company sold with around 83 thousand euros of debt and 265 thousand euros of cash and bank resources

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