

## In this commercial document, we present the opportunity to invest in an national and international transportation company

The company develops its main activity in the transport of goods and personalized logistics solutions.

It develops logistics services, with a qualified and experienced team, who operate locally and provide transport throughout the world, in partnership with renowned freight forwarders.

They have their own tracking service.

It operates as a picking point for a large international company, with around 1000 m2, where all goods are processed in the warehouse.

Income statement (€)	2020H	2021H	2022H	2023H
<b>Revenue</b>	<b>653,173</b>	<b>613,355</b>	<b>825,245</b>	<b>912,420</b>
<i>% growth</i>	<i>n.a.</i>	<i>-6.1%</i>	<i>34.5%</i>	<i>10.6%</i>
Operating grants	2,185	11,066	12,773	5,022
Payroll expenses	-167,988	-174,879	-190,719	-206,021
Supplies and external services	-397,766	-394,986	-526,660	-570,141
Other operating income	8,676	28,692	19,181	3,554
Other operating expenses	-14,658	-7,923	-2,468	-1,776
<b>EBITDA</b>	<b>83,622</b>	<b>75,325</b>	<b>137,352</b>	<b>143,058</b>
<i>EBITDA margin %</i>	<i>12.8%</i>	<i>12.3%</i>	<i>16.6%</i>	<i>15.7%</i>
<b>Net income</b>	<b>53,107</b>	<b>46,157</b>	<b>80,334</b>	<b>82,786</b>
<i>Net income margin %</i>	<i>8.1%</i>	<i>7.5%</i>	<i>9.7%</i>	<i>9.1%</i>



Company with a solid structure, currently with 14 employees



EBITDA margin and average net profit of 14.4% and 8.6%, respectively



Average annual sales growth for the last four years of 9.0%



Estimated average annual CAPEX need of 20 thousand euros



Stable working capital needs, the company operates with a minimum investment in working capital equivalent to 35 days of cash conversion cycle



Company sold with 144 thousand euros in debt and around 97 thousand euros in cash and bank deposits

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