

In this commercial document, we present the opportunity to invest in a water and surface treatment company

The company develops its main activity in the treatment of surfaces from an environmental perspective.

Currently, it has expanded its area of intervention to engineering, technical assistance in the treatment of wastewater and process water. where they provide consultancy services, such as effluent minimization studies, environmental dossiers, environmental assessments and investment projects, environmental monitoring plans and licensing.

It has a vast number of customers spread across the world, but with a strong presence in the Iberian Peninsula and several partnerships at European level, including research and development of techniques for wastewater treatment and processes.

Income statement (€)	2020H	2021H	2022H	2023H
Revenue	924,826	973,087	1,221,704	2,198,249
<i>% growth</i>	<i>n.a.</i>	<i>5.2%</i>	<i>25.5%</i>	<i>79.9%</i>
COGS	-495,848	-456,218	-412,123	-1,124,518
Gross margin	428,978	516,869	809,581	1,073,731
<i>Gross margin %</i>	<i>46.4%</i>	<i>53.1%</i>	<i>66.3%</i>	<i>48.8%</i>
Operating grants	13,148	646	112	0
Payroll expenses	-274,850	-334,225	-340,785	-350,442
Supplies and external services	-110,227	-104,777	-279,297	-174,004
Other operating income	6,199	5,545	40,566	29,483
Other operating expenses	-459,221	-4,921	-6,438	-4,228
EBITDA	-395,973	79,137	223,740	574,541
<i>EBITDA margin %</i>	<i>-42.8%</i>	<i>8.1%</i>	<i>18.3%</i>	<i>26.1%</i>
Net income	-433,879	41,614	179,153	420,074
<i>Net income margin %</i>	<i>-46.9%</i>	<i>4.3%</i>	<i>14.7%</i>	<i>19.1%</i>



Company with a solid structure, currently with 11 employees



Average annual sales growth, for the last three years, of 33.5%



Estimated average annual CAPEX need of 30 thousand euros



Stable working capital needs, the company operates with a minimum investment in working capital equivalent to 172 days of cash conversion cycle



Company sold with 43 thousand euros of debt and around 155 thousand euros of cash and bank resources

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