

In this commercial document, we present the opportunity to invest in a company specialized in packaging solutions

It is currently present throughout the national territory, Angola and Spain

The services provided range from the supply of equipment (packaging, filling, labels and detection) and creation of lines, sale of parts and consumables, technical assistance and maintenance

They work with various industrial sectors ranging from food (frozen food, fruit and vegetables, cheese and dairy products), bakery and detergents

It has an extensive client portfolio, with a great reputation in the national and international market

Income Statement (€)	2019H	2020H	2021H	2022H	2023E
Turnover	1,061,985	1,192,347	1,040,072	1,395,614	1,500,285
<i>% growth</i>	<i>n.a.</i>	<i>12.3%</i>	<i>-12.8%</i>	<i>34.2%</i>	<i>7.5%</i>
Cogs	-654,513	-718,611	-579,286	-804,842	-902,984
Gross Margin	407,472	473,735	460,786	590,772	597,301
<i>Gross Margin %</i>	<i>38.4%</i>	<i>39.7%</i>	<i>44.3%</i>	<i>42.3%</i>	<i>39.8%</i>
Operational grants	0	15,957	87,696	176,575	175,000
Personnel expenses	-158,276	-179,147	-212,778	-251,955	-301,463
External services and supplies	-147,665	-170,541	-211,632	-263,333	-252,888
Other income	13,972	3,410	6,278	31,832	3,001
Other expenses	-4,418	-1,305	-1,969	-10,009	-3,001
EBITDA	111,086	142,110	128,381	273,881	217,950
<i>EBITDA Margin %</i>	<i>10.5%</i>	<i>11.9%</i>	<i>12.3%</i>	<i>19.6%</i>	<i>14.5%</i>
Net Income	68,894	98,784	100,775	246,349	184,027
<i>Net Income %</i>	<i>6.5%</i>	<i>8.3%</i>	<i>9.7%</i>	<i>17.7%</i>	<i>12.3%</i>



Company with a solid structure, currently with 11 employees



EBITDA margin and average net profit of 13.8% and 10.9%, respectively



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



Average CAPEX needs of 21 thousand euros per year



Stable working capital needs, the company operates with a minimum investment in working capital equivalent to 100 days of cash conversion cycle



Company sold with 70 thousand euros in debt and around 90 thousand euros in cash and bank deposits

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