

We present, in this commercial document, the unique opportunity to acquire a renowned franchise, strategically located in Greater Lisbon

| Income Statement (€) | 2020H | 2021H | 2022H | 2023H (Out anualizado) |
|---------------------------------------|----------------|-----------------|-----------------|------------------------|
| Turnover | 238,188 | 365,658 | 618,569 | 669,985 |
| <i>% growth</i> | <i>n.a.</i> | <i>53.5%</i> | <i>69.2%</i> | <i>8.3%</i> |
| Cogs | -85,689 | -145,068 | -271,858 | -274,146 |
| Gross Margin | 152,499 | 220,590 | 346,712 | 395,839 |
| <i>Gross Margin %</i> | <i>64.0%</i> | <i>60.3%</i> | <i>56.1%</i> | <i>59.1%</i> |
| Personnel expenses | -99,858 | -139,670 | -157,794 | -170,611 |
| External services and supplies | -71,777 | -140,469 | -173,821 | -152,970 |
| Other income | 65,472 | 160,257 | 57,306 | 745 |
| Other expenses | -1,257 | -620 | -2,788 | -15,583 |
| EBITDA | 45,079 | 100,087 | 69,615 | 57,421 |
| <i>EBITDA Margin %</i> | <i>18.9%</i> | <i>27.4%</i> | <i>11.3%</i> | <i>8.6%</i> |

- 16.2%** A company with over 10 years of activity, experiencing a compounded revenue growth of 16.2% over the past four years
- 11** In 2023, the company has 11 employees, one of whom is a managing partner, who currently has minimal involvement in the company's operations
- 4.0%** EBITDA margin of approximately 8.6% in 2023, with real prospects for improvement in 2024
-  40% of the costs are related to expenses for raw materials and consumed finished products
-  Minimum working capital and CAPEX investment requirements
-  Average days sales outstanding period of 0 days, since all sales are made cash-on-delivery to the end customer
-  Company sold with a financial liability of €0
-  It is expected that sales will experience a consistent average annual growth in line with the values recorded in the last four years
-  The shareholders intend to redirect their capital towards investments in other industries

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