

We present, in this commercial document, the opportunity to acquire 100% of a food manufacturing company

Pioneering company in Portugal in the field of ultra-frozen pre-cooked foods since the 20th century

The company has a solid customer base and exports to various markets, notably Brazil, the USA, Germany, and Spain. It has strategic relationships with major retailers, but no single customer accounts for more than 20% of the company's revenue

Internal production is one of the company's pillars, and it invests significantly in R&D, creating innovative and differentiated products. The company owns its property, which includes the factory and warehouse

Company with IFS certification

Income Statement (€)	2020H	2021H	2022H	2023H	2024E
Turnover	2,423,882	1,741,945	2,539,245	2,756,246	2,896,814
<i>% crescimento</i>	<i>n.a.</i>	<i>-28.1%</i>	<i>45.8%</i>	<i>8.5%</i>	<i>5.1%</i>
COGS	-1,396,482	-918,131	-1,244,872	-1,494,809	-1,565,417
Gross margin	1,027,400	823,814	1,294,373	1,261,436	1,331,397
<i>Gross margin %</i>	<i>42.4%</i>	<i>47.3%</i>	<i>51.0%</i>	<i>45.8%</i>	<i>46.0%</i>
Operating grants	18,321	39,674	42,478	44,845	38,122
Payroll costs	-445,129	-361,291	-424,800	-461,576	-485,116
Supplies and external services cost	-448,026	-388,135	-460,971	-461,398	-548,619
Other income	19,734	4,482	5,527	2,207	14,618
Other expenses	-23,723	-14,777	-15,731	-8,767	-24,287
EBITDA	148,577	103,767	440,876	376,747	326,115
<i>EBITDA margin %</i>	<i>6.1%</i>	<i>6.0%</i>	<i>17.4%</i>	<i>13.7%</i>	<i>11.3%</i>



The transaction value includes real estate valued at approximately €2.0M



The company has a solid structure and currently employs 36 staff members



The company's sales have experienced an average annual growth of 8.7% over the past three years



The estimated average annual CAPEX requirement is 46 thousand euros



The company's working capital needs are stable, operating with a minimal investment in working capital equivalent to a 16-day cash conversion cycle



Company sold with 32 thousand euros in debt and approximately 95 thousand euros in cash and bank balances