

ValuingTools

Teaser

IT Services Company

IT services and specialized technical support company

With a consolidated track record in the Portuguese market, and with projects at an international level, this company is specialized in the area of computing, developing its activity through the commercialization of computer equipment, application development and provision of technical assistance in software, hardware and network administration.



| Appreciation | | KPIs | 2024 |
|---------------------|-------------|------------|-----------|
| Enterprise value | + 280,000 € | Turnover | 240,000 € |
| Excess availability | + 100,000 € | EBITDA | 85,000 € |
| Equity value | = 380,000 € | Net income | 60,000 € |

- ❑ It complements this offer with remote and on-site support, continuous updating of systems and infrastructures and a network of partnerships that reinforces the value proposition with customers. Over time, it has been participating in projects with important business and institutional entities, showing execution capacity and technical know-how.

- ❑ **Experience, reliability and close technical support.**



Income statement estimated (€)

| | 2026E | 2027E | 2028E | 2029E | 2030E |
|--------------------------------------|----------------|----------------|----------------|----------------|----------------|
| Revenue | 263,778 | 276,966 | 290,815 | 305,356 | 320,623 |
| <i>growth (%)</i> | <i>10.0%</i> | <i>5.0%</i> | <i>5.0%</i> | <i>5.0%</i> | <i>5.0%</i> |
| Cost of goods sold | -85,464 | -89,737 | -94,224 | -98,935 | -103,882 |
| Gross profit | 178,314 | 187,229 | 196,591 | 206,420 | 216,741 |
| <i>Gross margin %</i> | <i>67.6%</i> | <i>67.6%</i> | <i>67.6%</i> | <i>67.6%</i> | <i>67.6%</i> |
| Operating grants | 1,583 | 1,662 | 1,745 | 1,832 | 1,924 |
| Payroll expenses | -39,290 | -41,255 | -43,318 | -45,483 | -47,758 |
| Supplies and external services | -77,287 | -81,151 | -85,209 | -89,469 | -93,943 |
| Other operating income | 27,960 | 29,358 | 30,826 | 32,368 | 33,986 |
| Other operating expenses | -2,902 | -3,047 | -3,199 | -3,359 | -3,527 |
| EBITDA | 88,378 | 92,797 | 97,437 | 102,309 | 107,424 |
| <i>EBITDA margin %</i> | <i>33.5%</i> | <i>33.5%</i> | <i>33.5%</i> | <i>33.5%</i> | <i>33.5%</i> |
| Depreciation & amortization expenses | -6,700 | -7,200 | -1,439 | -1,750 | -2,250 |
| EBIT | 81,678 | 85,597 | 95,998 | 100,559 | 105,174 |
| <i>EBIT margin %</i> | <i>31.0%</i> | <i>30.9%</i> | <i>33.0%</i> | <i>32.9%</i> | <i>32.8%</i> |

Income statement estimated (€)

| | 2026E | 2027E | 2028E | 2029E | 2030E |
|----------------------------|---------------|---------------|---------------|---------------|---------------|
| Financial expense | 0 | 0 | 0 | 0 | 0 |
| Financial income | 39 | 39 | 39 | 39 | 39 |
| EBT | 81,717 | 85,636 | 96,037 | 100,598 | 105,213 |
| <i>EBT margin %</i> | <i>31.0%</i> | <i>30.9%</i> | <i>33.0%</i> | <i>32.9%</i> | <i>32.8%</i> |
| Tax expense | -17,161 | -17,984 | -20,168 | -21,125 | -22,095 |
| Net Income | 64,557 | 67,653 | 75,869 | 79,472 | 83,118 |
| <i>Net income margin %</i> | <i>24.5%</i> | <i>24.4%</i> | <i>26.1%</i> | <i>26.0%</i> | <i>25.9%</i> |

Balance sheet estimated (€)

| | 2026E | 2027E | 2028E | 2029E | 2030E |
|----------------------------------|----------------|----------------|----------------|------------------|------------------|
| Cash and equivalents | 147,349 | 200,790 | 253,012 | 308,144 | 366,368 |
| Operating accounts receivable | 574,529 | 603,256 | 633,418 | 665,089 | 698,344 |
| Inventory | 9,834 | 10,326 | 10,842 | 11,384 | 11,954 |
| Government receivables | 0 | 0 | 0 | 0 | 0 |
| Accruals and deferrals | 746 | 784 | 823 | 864 | 907 |
| Other receivables | 0 | 0 | 0 | 0 | 0 |
| Total current assets | 732,458 | 815,155 | 898,096 | 985,482 | 1,077,573 |
| Fixed operating assets | 11,389 | 9,189 | 12,750 | 16,000 | 18,750 |
| Long-term financial assets | 217 | 217 | 217 | 217 | 217 |
| Total non-current assets | 11,606 | 9,406 | 12,967 | 16,217 | 18,967 |
| Total assets | 744,064 | 824,561 | 911,063 | 1,001,699 | 1,096,540 |
| Accounts payable | 74,196 | 80,760 | 84,798 | 89,038 | 93,490 |
| Government payable | 35,545 | 37,322 | 39,188 | 41,148 | 43,205 |
| Other payable | 90,065 | 94,568 | 99,296 | 104,261 | 109,474 |
| Total current liabilities | 199,805 | 212,650 | 223,282 | 234,446 | 246,169 |

Balance sheet estimated (€)

| | 2026E | 2027E | 2028E | 2029E | 2030E |
|-------------------------------|---------|---------|---------|-----------|-----------|
| Other non-current liabilities | 0 | 0 | 0 | 0 | 0 |
| Total non-current liabilities | 0 | 0 | 0 | 0 | 0 |
| Total liabilities | 199,805 | 212,650 | 223,282 | 234,446 | 246,169 |
| Common stock | 50,000 | 50,000 | 50,000 | 50,000 | 50,000 |
| Retained earnings | 388,028 | 452,585 | 520,238 | 596,106 | 675,578 |
| Other equity items | 41,674 | 41,674 | 41,674 | 41,674 | 41,674 |
| Net income | 64,557 | 67,653 | 75,869 | 79,472 | 83,118 |
| Total equity | 544,259 | 611,912 | 687,781 | 767,253 | 850,371 |
| Total liabilities + equity | 744,064 | 824,561 | 911,063 | 1,001,699 | 1,096,540 |

Cash-flow statement estimated (€)

| | 2026E | 2027E | 2028E | 2029E | 2030E |
|--|---------------|---------------|---------------|---------------|---------------|
| Net income | 64,557 | 67,653 | 75,869 | 79,472 | 83,118 |
| (+) Depreciation & amortization expenses | 6,700 | 7,200 | 1,439 | 1,750 | 2,250 |
| Δ to net working capital | -20,639 | -16,411 | -20,086 | -21,090 | -22,145 |
| Operational cash-flow | 50,617 | 58,442 | 57,222 | 60,132 | 63,224 |
| Δ other liabilities | 0 | 0 | 0 | 0 | 0 |
| Δ long-term financial investment | 0 | 0 | 0 | 0 | 0 |
| CAPEX | -5,000 | -5,000 | -5,000 | -5,000 | -5,000 |
| Cash-flow after investment | 45,617 | 53,442 | 52,222 | 55,132 | 58,224 |
| Δ equity | 0 | 0 | 0 | 0 | 0 |
| Cash-flow after financing | 45,617 | 53,442 | 52,222 | 55,132 | 58,224 |
| Cash balance | 147,349 | 200,790 | 253,012 | 308,144 | 366,368 |

