

ValuingTools

Teaser

Information Technology Company

Acquisition opportunity Information Technology Company

Appreciation		KPIs	
		2025	
Enterprise value	+ 1,3M €	Turnover	1.7M €
Property value	+ 500K €	Accounting EBITDA	313K €
Other financial assets	+ 550K €	Adjustments (+/-)	25K €
Excess Availability	+ 788K €	Adjusted EBITDA	288k €
Equity value	= 3,1M €		
EBITDA Multiple	4.3x		



- ❑ With more than three decades of activity, this Portuguese company has consolidated a solid position with demanding organizations, supporting operations where reliability, continuity and responsiveness are essential.
- ❑ Its activity combines technical knowledge, specialized services and recurring monitoring, supported by an experienced team and long-lasting business relationships. With a resilient structure and differentiating skills, it has room for growth and future appreciation.
- ❑ **Operational scale, technical basis and potential for appreciation**



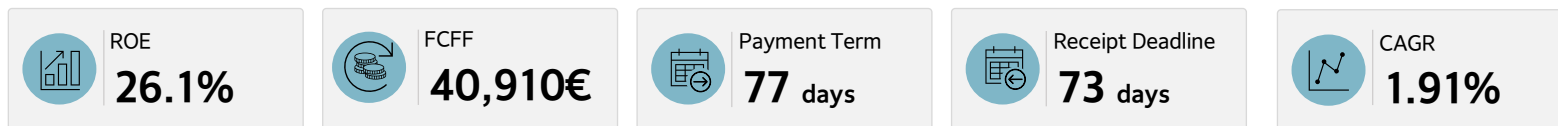


1. Investment thesis

- ✓ Technological asset with a consolidated history, specialized technical knowledge and a proprietary solution applicable to the integrated management of hardware and software components in the utilities sector, namely in essential infrastructures such as water and electricity. The solution responds to critical monitoring, control, operation and service continuity needs, positioning the company in a strategic segment for institutional clients and infrastructure operators.
- ✓ The investment rationale is based on the potential to replicate the solution with new customers, with implementation projects that may represent an indicative annual turnover of around 450k euros per project, plus maintenance, technical support and recurring services. The combination of established operating base, differentiating technology and market with structural modernization needs creates potential to accelerate growth and increase asset valuation.



2. Other indicators 2025



Note: The values presented were prepared based on the information provided by the company, and may reflect final or provisional data at the time of their sharing.



3. Opportunity

The investment opportunity is based on the combination of historical stability, technical expertise and exposure to structural trends in digitalization, cloud, cybersecurity and managed services. There is potential for value through commercial reinforcement, modernization of the offer and growth in technological segments critical to the operational continuity of customers.

Income statement estimated (€)

	2026E	2027E	2028E	2029E	2030E
Revenue	2,126,317	2,232,633	2,344,264	2,461,478	2,584,552
<i>growth (%)</i>	<i>25.0%</i>	<i>5.0%</i>	<i>5.0%</i>	<i>5.0%</i>	<i>5.0%</i>
Cost of goods sold	-914,316	-960,032	-1,008,034	-1,058,435	-1,111,357
Gross profit	1,212,001	1,272,601	1,336,231	1,403,042	1,473,194
<i>Gross margin %</i>	<i>57.0%</i>	<i>57.0%</i>	<i>57.0%</i>	<i>57.0%</i>	<i>57.0%</i>
Payroll expenses	-184,213	-193,423	-203,095	-213,249	-223,912
Supplies and external services	-744,211	-781,421	-820,493	-861,517	-904,593
Other operating income	63,790	66,979	70,328	73,844	77,537
Other operating expenses	-63,790	-66,979	-70,328	-73,844	-77,537
EBITDA	283,577	297,756	312,644	328,276	344,690
<i>EBITDA margin %</i>	<i>13.3%</i>	<i>13.3%</i>	<i>13.3%</i>	<i>13.3%</i>	<i>13.3%</i>
Depreciation & amortization expenses	-6,548	-12,548	-16,041	-21,000	-27,000
EBIT	277,029	285,208	296,602	307,276	317,690
<i>EBIT margin %</i>	<i>13.0%</i>	<i>12.8%</i>	<i>12.7%</i>	<i>12.5%</i>	<i>12.3%</i>
Financial expense	0	0	0	0	0

Income statement estimated (€)

	2026E	2027E	2028E	2029E	2030E
Financial income	0	0	0	0	0
EBT	277,029	285,208	296,602	307,276	317,690
<i>EBT margin %</i>	<i>13.0%</i>	<i>12.8%</i>	<i>12.7%</i>	<i>12.5%</i>	<i>12.3%</i>
Tax expense	-58,176	-59,894	-62,287	-64,528	-66,715
Net Income	218,853	225,314	234,316	242,748	250,975
<i>Net income margin %</i>	<i>10.3%</i>	<i>10.1%</i>	<i>10.0%</i>	<i>9.9%</i>	<i>9.7%</i>

Cash-flow statement estimated (€)

	2026E	2027E	2028E	2029E	2030E
Net income	218,853	225,314	234,316	242,748	250,975
(+) Depreciation & amortization expenses	6,548	12,548	16,041	21,000	27,000
Δ to net working capital	-141,442	-51,849	-56,177	-61,493	-11,925
Operational cash-flow	83,959	186,014	194,180	202,255	266,050
Δ other assets	0	0	0	0	0
CAPEX	-30,000	-30,000	-30,000	-30,000	-30,000
Cash-flow after investment	53,959	156,014	164,180	172,255	236,050
Δ long-term debt	0	0	0	0	0
Δ equity	0	0	0	0	0
Cash-flow after financing	53,959	156,014	164,180	172,255	236,050
Cash balance	841,998	998,011	1,162,191	1,334,446	1,570,496

