

ValuingTools

Teaser

Vending Solutions Company

Vending solutions for new business concepts

An operation that transforms vending ideas into personalized equipment ready to explore.

Appreciation		KPIs	2026E
Enterprise value	+ 320,000 €	Turnover	330k €
Financial resources	+ 7,500 €	EBITDA	123k €
Accounts payable to shareholders	+ 52,000 €	Liquid result	92k €
Equity value	= 379,500 €		
EBITDA Multiple	2.6x		



- ❑ Diversified portfolio of vending solutions for different sectors of activity and operating models, with possibilities for customization and technological integration.
- ❑ Aimed at both companies looking to create new sales channels and entrepreneurs interested in operating autonomous points of sale.
- ❑ Comprehensive monitoring of the project, from the technical definition of the equipment to installation, training and after-sales support.
- ❑ Existence of a commercial exclusivity contract for Portugal in a strategic segment of the offer.

Ability to transform commercial concepts into autonomous points of sale.



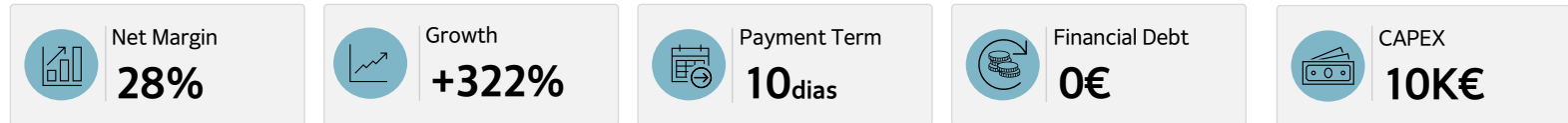


1. Investment thesis

- ✓ Entering the market in 2025, the company quickly developed a client portfolio with national coverage, showing a strong growth capacity and projecting a turnover of approximately 330 thousand euros in 2026.
- ✓ The accumulated knowledge covers the entire implementation chain, from selection and negotiation with international manufacturers to customization, technological integration, installation and after-sales assistance. This capacity allows it to respond to tailor-made projects without requiring its own industrial structure.
- ✓ The model combines a reduced fixed structure with payment terms that accompany the equipment acquisition cycle. The possibility of integrating software, payment methods and remote monitoring increases the added value of the solution and creates room for future revenues beyond the initial sale.



2. Other indicators 2026E



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



3. Opportunity

The company has already validated demand and built the relationships with manufacturers, import knowledge and technical capacity necessary to develop customized solutions. The opportunity for an acquirer lies in transforming this still recent base into a larger-scale operation, through a dedicated commercial structure, capitalizing on the demand already identified in international markets and strengthening the installation and assistance capacity.

Income statement estimated (€)

	2026E	2027E	2028E	2029E	2030E
Revenue	329,477	362,425	380,546	399,573	419,552
<i>growth (%)</i>	<i>322.0%</i>	<i>10.0%</i>	<i>5.0%</i>	<i>5.0%</i>	<i>5.0%</i>
Cost of goods sold	-126,849	-139,533	-146,510	-153,836	-161,527
Gross profit	202,628	222,891	234,036	245,737	258,024
<i>Gross margin %</i>	<i>61.5%</i>	<i>61.5%</i>	<i>61.5%</i>	<i>61.5%</i>	<i>61.5%</i>
Payroll expenses	-17,201	-18,061	-18,964	-19,912	-20,908
Supplies and external services	-60,953	-67,049	-70,401	-73,921	-77,617
Other operating income	659	0	0	0	0
Other operating expenses	-1,977	0	0	0	0
EBITDA	123,156	137,781	144,671	151,904	159,499
<i>EBITDA margin %</i>	<i>37.4%</i>	<i>38.0%</i>	<i>38.0%</i>	<i>38.0%</i>	<i>38.0%</i>
Depreciation & amortization expenses	-5,171	-7,171	-9,171	-8,329	-9,000
EBIT	117,985	130,611	135,500	143,575	150,499
<i>EBIT margin %</i>	<i>35.8%</i>	<i>36.0%</i>	<i>35.6%</i>	<i>35.9%</i>	<i>35.9%</i>
Financial expense	-1,364	-1,364	0	0	0

Income statement estimated (€)

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	2026E	2027E	2028E	2029E	2030E
EBT	116,621	129,246	135,500	143,575	150,499
<i>EBT margin %</i>	<i>35.4%</i>	<i>35.7%</i>	<i>35.6%</i>	<i>35.9%</i>	<i>35.9%</i>
Tax expense	-24,490	-27,142	-28,455	-30,151	-31,605
Net Income	92,131	102,105	107,045	113,424	118,894
<i>Net income margin %</i>	<i>28.0%</i>	<i>28.2%</i>	<i>28.1%</i>	<i>28.4%</i>	<i>28.3%</i>

Cash-flow statement estimated (€)

	2026E	2027E	2028E	2029E	2030E
Net income	92,131	102,105	107,045	113,424	118,894
(+) Depreciation & amortization expenses	5,171	7,171	9,171	8,329	9,000
Δ to net working capital	-148,984	-18,495	-8,883	-9,146	-9,540
Operational cash-flow	-51,683	90,780	107,333	112,607	118,354
Δ other liabilities	0	0	0	0	0
CAPEX	-10,000	-10,000	-10,000	-10,000	-10,000
Cash-flow after investment	-61,683	80,780	97,333	102,607	108,354
(+ / -) Δ revolver debt	58,678	-58,678	0	0	0
Δ equity	0	0	0	0	0
Cash-flow after financing	-3,005	22,102	97,333	102,607	108,354
Cash balance	4,507	26,609	123,942	226,549	334,903

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