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Transeo Deal Club – Listings of international opportunities

(See buy-side profiles in page 5)

Sell-side – Companies looking for international buyers

Transeo Deal Club reference	Activity	Sector	Country / Region	Turnover	Deal Value
S151	Sale of a commercial activity in the automotive field, with constant profit, part of a family business	Transport, Logistics, Vehicle Transportation	Romania	1.600.091	1622.170
S150	Metal mechanical installation maintenance of air conditioning equipment, assembly of equipment in general	Metal mechanical installation maintenance	Italy	2 millions	700,000 euros.
S149	Small company in the field of food industry	Food production	Italy	12 millions	17 millions
S148	Sale, supply and installation of floor and wall tiles	Construction	Belgium	800000	500000
S147	Online and physical shop of electric cargo bikes and bike trailers	Bike	Belgium	(2020) € 1,492,000	1.000.000 - € 1.500.000
S146	Window factories	Construction - Window manufacturer	Finland	20 000 000	6 000 000
S145	Leading meat producer	Food - Meat and dairy products	Poland	90 m€	45 m€
S144	Value-added reseller of high quality audio-visual solution systems	Reseller	D-A-CH	2-8m €	5-10M €
S143	Manufacture of drills	Tools manufacturing	France	2.415 K€ (2021E)	3.5 M€
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S142	Wholesale of wood construction materials	wood construction	France	11 M€	3 M€
S141	Industrial company specialized in guidance systems	Metal industry	Spain	1,5 M	2.5 M
S140	Company specialized in the engineering and implementation of electronics systems.	HVAC / Electromechanical Engineering	Belgium & Luxembourg	585k EUR (avg 3 years)	To be discussed
S139	Manufacturer and installer of frames (alu and pvc) and other derivatives (veranda, doors ...)	Construction	Belgium	+/- 6.000.000 €	2.950.000 €
S138	Internationally operating company in the development and production of specialist (industrial) fire-fighting technology	Engineering/Safety	The Netherlands	2020 (x€ 1.000): 510	€ 500.000 - € 1.000.000
S137	Consultancy services to recruit new talents in a wide range of sectors	Consultancy services	Luxembourg and Belgium	3,309k€	To be specified
S135	Metalworks/locksmith with speciality facades revetting	Construction	France	2,5M€	To be specified
S134	Profitable Security Systems Company	Business providing services	Romania	275.000	680.000
S133	E-BUSINESS FOR TOYS	Online trade	France	1300 k€	To be specified
S128	Design-focused manufacturer of production and test equipment for the industry	Design industry manufacturing	Finland	1 500 000	700 000
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S127	SUCCESSFUL INDUSTRIAL WHOLESALER BUSINESS	Machines and equipments for building, demolition, landscaping, recycling and transportation professionals.	Finland	approx 4 000 000	3 500 000
S126	Leading Digital Solutions company	IT Services	Belgium (HQ) – Eastern Europe and south Asia	5 Millions Euro	Around 6 times Ebitda
S124	Digital photo studio for interiors and interior products with international clients	Publicity & real estate / Services	Belgium Flanders		€ 1.500.000
S123	Horse transportation vehicle constructor, dealer and service provider for heavy duty vehicles	Industry - Vehicle construction	Belgium / Wallonia	€ 2 576 954	To be specified
S122	Wood trade company with own carpentry workshop	Wood trade	Walloon Region, Belgium	3.5 M€	2.6 M€
S121	Furniture factory in Turkey	Engineering	Turkey	500.000	€ 1.000.000 - € 2.500.000
S120	Nursery Home for the elderly	Health care	Spain	2019 : € 1,5 million	€ 2.995.000 for 57,27% of the shares and majority control
S119	Recreational Compound with restaurant, BBQ's and recreational areas, various buildings and 8,8 ha. Property	Leisure	Spain	2019 : € 913.000	€ 1.995.000
S118	Production of delicatessen both for industrial clients and supermarkets.	Agrofood business	France	8 - 12 M€	To be specified
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S117	Provider of IT services, primarily in the field of services for the integration of ICT solutions and business transformation	IT Services	Croatia	2019: 7,1M€ 2020: 6,5M€ 2021 forecasts: 9M€	To be discussed
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Buy-side – Buyers looking for international acquisitions

Transeo Deal Club reference	Buying company	Targeted sectors	Desired location	Target deal value
B046	Pharmaceutical and Healthcare industry - leading manufacturer of insulin cartridges for the treatment of diabetes and the design and manufacture of glass tube conversion machinery	Pharmaceutical and Healthcare industry	Europe and North America	Over 15 millions
B045	Search Fund for buyout of an IT related product and/or services company	IT industry	Western Europe	EUR 10M – 30M with EUR 5M – 50M considered
B044	Search Fund willing to acquire and manage a company with strong track-record and potential to scale	Generalist, with focus on scalable, export-oriented businesses	Central & Eastern Europe, especially Hungary	Over EUR 5 million
B043	Search Fund willing to acquire and operate an existing privately held Polish company	product-centric industries (light manufacturing across various sectors), rapidly growing B2B/Platform information services	Poland	+/- Euro 25mln
B042	Technology buyer	MedTech - Minimal Invasive Surgery	Europe	Targeted turnover: > 50m€
B041	Dutch FinTech start-ups	Fintech players	The Netherlands	To be discussed
B040	Successful seller accounts on popular marketplaces like Amazon, Kaufland or similar.	Evergreen products in all branches, Retail. (excluding appliances, fashion)	Europe	1-20 million
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Transeo Deal Club reference	Buying company	Targeted sectors	Desired location	Target deal value
B039	MBI is looking for an investment	(1) the business services sector, such as technical services, logistics, building maintenance, (2) electrical engineering or (3) software distribution.	DACH	Turnover : 5 – 20m EUR EBITDA : 1m – 5m EUR
B038	An international group of investors is looking for profitable companies in the food sector	Food wholesale sector as well as food chains	EU, Western-Europe	10 m – 300 m EUR
B037	Sale of festive/party items	Party/festive items & supplies (disguises, garlands, confetti, candles, disposable dishes, playful items of birthdays, weddings, baptisms, playful communions, decoration, masks, wigs, accessories such as glasses, hats, jewelry, gloves, ...)	France, Germany, Luxembourg, Belgium, Holland, Italy and Switzerland	minimum turnover figure is set at 400K€
B035	Technical controller	TIC (Testing, Inspection, Certification) / High specialised engineers / Other actors dealing with the construction sector (geometer, soil analysts, etc.)	BeNeLux, Germany, other in Europe	2 m€ - 50 m€
B034	Manufacturing of hygienic, maintenance and protection products (chemical industry)	Chemical industry	Europe	limit to 20 million euros
B033	Logistic hub that manages the transportation of containers between the three major North Sea harbours and the hinterland	Road transport (trucks)	France	Between 1 m EUR and 10 m EUR
B032	Acquisition of a healthcare, personal care, elderly care, or PET company	Healthcare, Personal Care, Elderly Care, PET industry.	Switzerland, Germany & Austria	EUR 5-50 million
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B031	Acquisition of an SME active in the field of machinery or industrial automation in Switzerland	Manufacturing of machinery, industrial control or electrical equipment and appliances	Switzerland, Germany	Up to 50mio €
B030	Acquisition of business services, healthcare, education, software, or food Company	Business Services, Healthcare, Education, Software, Food	Germany, Switzerland, Iberia	€10m – €50m
B029	Synergies with translation services	Translation services, marketing services	France, Luxembourg, Germany	Between 1 Mio € and 1.5 Mios €
B028	AMAZON & MARKET PLACE ACCCOUNTS	Any sector; but no season products or highly changing collections/fashion	Europe	250.000 – 10.000.000
B027	Distributor and manufacturer of scientific instruments for laboratories and lab furniture	Medical devices, life science & biotechnology	The Netherlands	4-6 m€
B026	Energy contract switching company looking for energy distribution platforms in Europe	Energy switching	Europe	1-30M€
B025	Distribution of software for architects and engineers	Software development	Europe	500k € - 1,5M €
B024	Pricing optimization and B2B international trade : medicines, cosmetics, medical device, perfumery	B2B : Pharmaceuticals, cosmetics ... + medicines for animals	Belgium, North France, Luxembourg, Spain, Portugal, Italy, Germany, Denmark	2,5M€ max
B023	Consumer products group is looking to expand its footprint	Cleaning, homecare, repair solutions, insecticides	DACH / Central Eastern Europe (CEE) / BeNeLux / Scandinavia	< 50 M€
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B022	Production and distribution of consumer products in Europe, focused on products for smokers, looking to enlarge its products	Wholesale, distribution	Belgium, France, Netherlands, Luxembourg	2,5M€
B021	Belgian transport company looking for German targets	Transport & logistics	Germany	1-10M€
B020	Acquisition of a asset management activity and/or an insurance portfolio.	Financial services	France (East), Luxembourg	To be discussed
B018	Acquisition of the capital of a chartered accounting firm or acquisition of a portfolio of clients.	Financial services	France (East), Luxembourg	1,5-10M €
B017	Belgian high-value industry company looking for acquisition of industrial supply (Defense, aeronautics ...) in Belgium, Netherlands, Luxembourg or France	Innovative Industry Engineering 3D printing Industrial equipments Certification and patterns	Belgium, France, Netherlands, Luxembourg	1-10M€
B016	Strategic Investor looking for IT companies with up to 25 employees Software development and consulting company in Southern Germany	1. Software development company with own product 2. Consulting company in the software and IT sector 3. Software development/software engineering for customized software solutions.	DACH region & near German border	> 1 - 5 million €
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B015	German Family Office with various activities in the fields of health, nutrition and food, food supplements and food specialities	a) Health, nutrition, food supplements, "super food", "healthy juices", organic & vegan food b) Young, also smaller companies from various sectors such as health care, nutrition, etc.	DACH region, the Netherlands and preferably in the Flemish speaking region of Belgium	> 1.5 – 30 million €
B014	Construction Materials (Metal covering, Zinc & Metal cladding, Roofing) Metal solutions for roofing (Zinc, Steel,...), Thermic isolation, Metal cladding, looking to build a network of selling points., and increase number of products	Construction Materials, BtoB only	Belgium and Northern of France	up to 5 M€
B013	leading specialist looking for sustainable corporate investments and developments in German-speaking mid-cap companies	Automotive: no producers of serial parts Metal Industry: production, processing, refinement Construction: products for construction industry, no construction activity Machinery & equipment: Manufacturing in the industry mechanical engineering, medical technology, health, energy, environmental technology, transport technology, infrastructure and logistics	DACH region	20-100 m €
B012	FAMILY OFFICE looking for add-on acquisitions to expand the business of portfolio companies	Industrial Manufacturing	Continental Europe	up to 50m €
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B011	Fire safety equipment/Alarm system maintenance Development of security equipment: fire safety systems, alarms, maintenance	Security (fire safety / alarm / medical devices...) with recurring business through maintenance	Europe	from 50K to 30 mio EUR (from very small businesses to large companies)
B010	Hotel Group 12 Hotels in France and in Belgium	Hotels, leisure facilities	Belgium and France	>10M €
B009	Industrial Electricity company: Electrical installation, automatisisation, renewable energy For Industry or big buildings	Electricity, esp. Green Energy	North of France (Valencienne, Lille)	>1M €
B006	Private Equity	Industrial Services Maintenance/Cleaning of Machines	Europe, preferably DACH region	> 10 m €
B005	Private Equity	Cloud Solutions Hosting	Europe, preferably DACH region	> 10 m €
B004	Buy-side mandate for French Tier 1 company	companies/plants with injection molding capabilities and focus in automotive industry,	D-A-CH, Eastern Europe or Morocco, with access to German OEMs and Tier-1s	10-70 Mio€
B003	Buy-side mandate for portfolio company of a French PE fund	IT service focused on open source solutions	DACH (Germany, Austria, Switzerland)	8-30 mio€
B002	Big US high-tech corporation, products are focused on Medtech & industrial applications	medical technology, precision motion, photonics and vision systems. Medical tubeset	D-A-CH, Eastern Europe only for Tubsets	>20M €
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