



TRANSEO DEAL CLUB

Transeo Members Meeting
Munich
29 September 2022, 15h30-16h30

Welcome word



- **Martijn Westerlaken**
- CEO, MKBase
- Founding Member of Transeo
- Member of the Board, Transeo

Today's presentations

- ∞ Walther Transaction – Alexander Härtel (Germany)
- ∞ CRA – Christian Plouchart (France)
- ∞ Suomen Yrityskaupat – Tomi Vuorinen (Finlande)
- ∞ BestValue – Ianis Fourneau (Belgium)
- ∞ Consulenza Direzionale di Paolo Zaramella (Italy)
- ∞ SYNERCOM France – Sarah Tresch (France)
- ∞ SOWALFIN-Transmission – Laurent Renerken (Belgium)
- ∞ VD&P Overnamepartners – Lieven Stas (Belgium)
- ∞ Abacus Alpha – Lukas Pohl (Germany)
- ∞ SRIW MBO & Family – Sabine Colson (Belgium)
- ∞ UBB – Desimir Arnaudov (Bulgaria)
- ∞ Transversale Conseil – Martin Finkler & Nathan Vandenbroucke (France)



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BLIND PROFILES

Walther|Transaction.

SELL-SIDE – Project «Sapphire»

Continuously growing provider of aluminum and glass facades

Company description

- ❖ Location: **Croatia**
- ❖ Sector: **Construction**
- ❖ Activity:
 - ❖ Design and development of aluminum facade solutions
 - ❖ Services for technical documentation, project development, implementation and maintenance
- ❖ Strengths:
 - ❖ Profiled over the years for the design, engineering, production, and assembly of custom-made facade systems
 - ❖ Experience to work in an ever-changing environment
 - ❖ Known for innovative design, detailed planning, and high quality of production and assembly
- ❖ Opportunities for growth:
 - ❖ Plans to open own production of fire protection products (niche market with high growth and profitability) → Potential incentives of Croatian government

Key elements

- ❖ Turnover: **5-10m €**
- ❖ # FTE: **85 FTE**
- ❖ EBITDA: **~1m €**
- ❖ **Share deal** / Asset deal
- ❖ Real estate: **Yes** / No
- ❖ International attractiveness:
 - ❖ Strong position in the Croatian, as well as the European market. Customers based all over Europe
 - ❖ Production facility with skilled workers
- ❖ Deal value: **4-8M €**

SELL-SIDE – Project «Sea»

Growth Consultancy in Southern Germany

Company description

- ❖ Location: **Germany**
- ❖ Sector: **Business Services**
- ❖ Activity:
 - ❖ Holistic growth consulting (organic & inorganic), often including digital transformation projects
- ❖ Strengths:
 - ❖ Network of senior entrepreneurs & experts who work hands-on on the projects
 - ❖ Only 15% fixed costs, remaining costs are variable
 - ❖ Access to German “Mittelstand” companies at C-level
- ❖ Opportunities for growth:
 - ❖ Increasing market demand for digital transformation and sustainable growth
 - ❖ Increased activities in Marketing & Sales

Key elements

- ❖ Turnover: **1-3m €**
- ❖ # FTE: **3 FTE**
- ❖ EBITDA: **~0.1-0.5m €**
- ❖ **Share deal** / Asset deal
- ❖ Real estate: Yes / **No**
- ❖ International attractiveness:
 - ❖ Strong network of senior experts in Germany who work operatively on the projects
 - ❖ Market entry to German “Mittelstand” Companies via large network of C-level relationships
- ❖ Deal value: **~2M €**

SELL-SIDE – Project «High-Precision Plastics»

Plastic Injection Molding Manufacturer looking for Strategic Partnership

Company description

- ❖ Location: **Germany**
- ❖ Sector: **Industrial**
- ❖ Activity:
 - ❖ Own tool making & prototyping customized with clients
 - ❖ Plastic Injection Molding for large series in Industrial & Automotive
- ❖ Strengths:
 - ❖ High quality / extensive quality management
 - ❖ On avg. young but experienced staff (ø ~40 years)
- ❖ Opportunities for growth:
 - ❖ Increasing demand for sensors and other products from other industries (e.g. MedTech)

Key elements

- ❖ Turnover: **5-10m €**
- ❖ # FTE: **65 FTE**
- ❖ EBITDA: **currently negative**

- ❖ Share deal / **Asset deal**
- ❖ Real estate: **Yes** / No

- ❖ International attractiveness:
 - ❖ Quality: **Made in Germany**
 - ❖ Low labor cost in Eastern Germany
 - ❖ Great logistics access in Europe
 - ❖ Owning additional land for extending production site
- ❖ Deal value: **>5M €**

BUY-SIDE – Project «Arcteryx»

TECHNOLOGY GROUP LOOKING FOR BOLT-ON TARGETS

Company description

- ❖ Location: **Austria**
- ❖ Sector: **Healthcare**
- ❖ Activity:
 - ❖ Genetic testing
 - ❖ Individualized supplements
 - ❖ Individualized cosmetics
- ❖ Key figures:
 - ❖ Turnover: **225 Mio. €**
 - ❖ Employees: **250 employees**
 - ❖ EBT: **high double-digit margin**
- ❖ Strategy: **Revenue expansion of base business, strengthen market position, expand to adjacent markets**

Target description

- ❖ Location(s): **Europe (focus DACH, UK), USA**
- ❖ Sector: **Healthcare, Business Services**
- ❖ Activity:
 - ❖ B2B sales of pharmaceuticals, supplements, cosmetics (e.g. Wholesale, Contract sales organizations)
 - ❖ B2C sales of (pharmaceuticals), supplements, cosmetics
 - ❖ Laboratories with similar customer base
- ❖ Key Criteria:
 - ❖ Strong management
 - ❖ Similar product portfolio
- ❖ Target turnover: **> 5 Mio. €**



CONTACT DETAILS

macx.[®]

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SELL-SIDE

Design and construction of stands for fairs and trade shows

Company description

- ❖ Location: **North of France**
- ❖ Sector: **Construction of stands**
- ❖ Activity: **The company is very active on various regional and national trade fairs and professional congresses**
- ❖ Strengths: **The sector knows a significant growth as well as the company**
- ❖ Opportunities for growth: **High expected growth of turnover for the present fiscal year**
- ❖ The company would be a good fit for a buyer who has the knowledge/attractiveness for architectural design

Key elements

- ❖ Turnover: **1 300 000 €**
- ❖ # FTE: **10 FTE (including 2 sellers)**
- ❖ EBITDA: **250 000 €**
- ❖ **Asset deal**
- ❖ Real estate: **Yes / No**
But could be bought from 2025
- ❖ International attractiveness: **The company has several customers in Germany and belongs to an international network.**
The acquisition by a foreign buyer would open the doors to the French market.
- ❖ Deal value: **1 700 000 €**

Contact details



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SELL-SIDE

Specialized Infrastructure construction company in Finland for the sale!

Company description

- ❖ **Location:** **Finland**
- ❖ **Sector:** **Specialized infrastructure construction and planning**
- ❖ **Activity:**
 - ❖ Turn key piling company which operates in Finland.
 - ❖ Piling of single-family houses, apartment buildings, terraced houses and Industrial buildings.
 - ❖ PDA measurements and all kinds of special work, such as fences, canopies, retaining walls and quay pilings quickly and easily.
- ❖ **Strengths:**
 - ❖ The company is known for its customer-oriented way of working and the professionalism of the personnel, which results in the high quality of the services provided by the company. Good reputation!
 - ❖ Excellent organization and work processes, as well as modern equipment in good condition.
- ❖ **Opportunities for growth:**
 - ❖ Currently operates mainly in southern Finland, but could be expanded to cover the whole of Finland.

Key elements

- ❖ **Turnover:** **12 000 000 €**
- ❖ **# FTE:** **20**
- ❖ **Established:** **2010**
- ❖ **Share deal (or asset deal)**
- ❖ **International attractiveness:**
 - ❖ Finland is difficult business area when starting business from zero. Now everything is ready for the running start.
 - ❖ One of the biggest private owned players in this business area in Finland.
 - ❖ Professional workers and organization.
 - ❖ Good growth possibilities in Finland and even in Scandinavia.
 - ❖ Buyer could be an investor, family office or infrastructure construction company
- ❖ **Deal value:** **4 000 000 €**

SELL-SIDE

Specialized machinery workshop in Finland for the sale!

Company description

- ❖ **Location:** **Finland**
- ❖ **Sector:** **Machinery workshop**
(contracting + own products)
- ❖ **Activity:**
 - ❖ Company is offering special demanding metal works for the big international customers in Finland. Top quality and high customer satisfaction.
 - ❖ Is having a strong position as a trusted partner which delivers main components and installations based on customer needs.
 - ❖ Good reputation and long history are best sales points. Business itself is based on the effective operations/ organization.
- ❖ **Strengths:**
 - ❖ Well known company having strong market position in Finland + good customers and wide networks.
 - ❖ Has good quality modern machines (no investment needs) and skillful workers. Machine value approx. 4 500 000 € and energy efficient buildings 6 000 000 €.
 - ❖ Developed own products (+IPR). These has good sales possibilities at infra/gas/oil/mining & energy sector.

Opportunities for growth: Invest more sales and HR => more work (second shift into production). Invest in sale of own products.

Key elements

- ❖ **Turnover:** **15 000 000 €**
- ❖ **# FTE:** **over 50 FTE**
- ❖ **EBITDA:** **1 500 000 €**
- ❖ **Established:** **1989**
- ❖ Share deal (or asset deal)
- ❖ International attractiveness:
 - ❖ **Strong market position in Finland, well-known solution provider for the big international customers, have a good relations for customers which operates at machine industries (mining, automation & paper machines, engines, cranes, etc.).**
 - ❖ **Has many own (high potential) products with IPR for gas/oil/mining industry and energy sector (environmentally friendly).**
 - ❖ **Modern machinery (high value) and buildings.**
 - ❖ **Effective organization.**
- ❖ **Deal value:** **20 000 000 €**

SELL-SIDE

Wood structure manufacturer in Estonia for the sale!

Company description

- ❖ Location: **Estonia**
- ❖ Sector: **Wood structure manufacturer**
- ❖ Activity:
 - ❖ Manufacturer of wood structures/products and small cabins (high modern factory).
 - ❖ Many sales representatives around the Europe. Well known brand.
 - ❖ Having many product categories/families.
 - ❖ Small serie manufacturer
- ❖ Strengths:
 - ❖ Own products designs + IPR & well known brand.
 - ❖ Business sector will grow.
 - ❖ Strong international market position already now.
 - ❖ Cost effective factory with modern machinery and professional workers + good organization.
- ❖ Opportunities for growth:
 - ❖ Develop new products and add more resources for sale side.

Key elements

- ❖ Turnover: **14 000 000 €**
- ❖ # FTE: **90**
- ❖ Established: **2000**
- ❖ Share deal (or asset deal)
- ❖ International attractiveness:
 - ❖ Estonia is well-known producer of wooden quality products. Company has a lot of knowhow and experience of wood building technology.
 - ❖ Climate change will increase products sales.
 - ❖ Own IPR and developed products.
 - ❖ Strong market position especially in Germany and Finland (+Estonia, Canada and Denmark).
 - ❖ Capacity could be growth easily.
 - ❖ Buyer could be an investor, family office or wood building professional company.
- ❖ Deal value: **11 m€**

Contact details



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BLIND PROFILES

BestValue

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BUY-SIDE

LOOKING FOR RENEWABLE ENERGIES RELATED COMPANIES

Company description

- ❖ Location: **Belgium & France**
- ❖ Sector: **Hydroelectricity**
- ❖ Activity:
 - ❖ **Engineering office in hydroelectricity**
 - ❖ **Production of electricity (small hydro)**
 - ❖ **Project development**
- ❖ International ambition of the buyer: **Europe**

Target description

- ❖ Location(s): **Europe**
- ❖ Sector(s):
 - **Hydroelectricity:**
 - Construction projects (DBFOM)
 - Related Equipment: turbines supplier or manufacturer...
 - Related services: engineering office, project management, maintenance, IT...
 - **Other renewable energies:**
 - PV power plant projects
 - Energy storage, power management...
- ❖ Real estate: ok
- ❖ Type of acquisition: **Minority or Majority Co-Investment**
- ❖ International potential of the target: **Europe**
- ❖ Target deal value: **1 – 20 M €**

BUY-SIDE

LOOKING FOR RENEWABLE ENERGIES RELATED COMPANIES

Company description

- ❖ Location: **Belgium & France**
- ❖ Sector: **Hydroelectricity**
- ❖ Activity:
 - ❖ **Engineering office in hydroelectricity**
 - ❖ **Production of electricity (small hydro)**
 - ❖ **Project development**
- ❖ International ambition of the buyer: **Europe**

Target description

- ❖ Location(s): **Europe**
- ❖ Sector(s):
 - **Water:**
 - Intellectual services: engineering office, ...
 - Construction
 - Equipment: pumps, ...
- ❖ Real estate: **ok**
- ❖ Type of acquisition: **Minority or Majority Co-Investment**
- ❖ International potential of the target: **Europe**
- ❖ Target deal value: **1 – 20 M €**



Contact details

BestValue

M & A ADVISOR

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SELL-SIDE 1

SELL-SIDE MANDATE TO TAKE OVER IN [ITALY/VENETO REGION]

Company description

- ❖ Location: Italy, **North East**
- ❖ Sector: **Mechanical industry**
- ❖ Activity: **Complex mechanical processing**
 - ❖ **Automation**
 - ❖ **Gas & Oil**
 - ❖ **Pumps**
 - ❖ **Automotive**
- ❖ Strengths:
 - ❖ **High level of quality**
 - ❖ **Complex processing**
 - ❖ **Long term relation with clients**
- ❖ Opportunities for growth: **Yes, the sector is stable and clients are reliable**

Key elements

- ❖ Turnover: **> 6 Mil. €**
- ❖ # FTE: **50 FTE**
- ❖ EBITDA: **1.02 Mil. (17%) €**
- ❖ Share deal / Asset deal: **share**
- ❖ Real estate: **Yes**
- ❖ International attractiveness: **Yes, 10% export (increasing in EU)**
- ❖ Deal value: **To be discussed €**

SELL-SIDE 2

SELL-SIDE MANDATE TO TAKE OVER IN [ITALY/VENETO REGION]

Company description

- ❖ Location: Italy, **North East**
- ❖ Sector: Activity: **Meat transformation – food industry**
 - ❖ Production of salami and sausages
 - ❖ Production of typical Italian dishes based on meat and fish
- ❖ Strengths:
 - ❖ Large production capacity
 - ❖ Long last company (50 years); high market reputation
- ❖ Opportunities for growth: **Yes, high demand abroad for Italian food and “ready meals”**

Key elements

- ❖ Turnover: **around 5 Mil. €**
- ❖ # FTE: **14 FTE**
- ❖ EBITDA: **0 €**
- ❖ Share deal / Asset deal: **both are possible**
- ❖ Real estate: **Yes**
- ❖ International attractiveness: **No (for the moment)**
- ❖ Deal value: **Around 1.5 Mil. €**

Contact details



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SELL-SIDE

HR CONSULTING FIRM TO TAKE OVER IN FRENCH SPEAKING SWITZERLAND

Company description

- ❖ *Location:* Switzerland (2 locations)
- ❖ *Sector:* Outplacement & Management Consulting
- ❖ *Activity:*
 - ❖ **Consulting for private companies and public institutions**
 - ❖ **Main areas of expertise: Outplacement – Management and change management**
- ❖ *Strengths:*
 - ❖ **Notoriety and reputation of the company**
 - ❖ **Quality of the customers**
 - ❖ **Competence of the team**
- ❖ *Opportunities for growth:* Present in various sectors ; Company's expertise

Key elements

- ❖ *Turnover:* **2,3M €**
- ❖ *# FTE:* **20 FTE**
- ❖ *EBITDA:* **115 K €**
- ❖ *Share deal*
- ❖ *Real estate:* No
- ❖ *International attractiveness:* Local notoriety in French-speaking Switzerland
- ❖ *Deal value:* to be discussed

SELL-SIDE

HIGH END BOAT SELLER TO TAKE OVER IN SOUTH OF FRANCE

Company description

- ❖ *Location:* South of France (6 locations)
- ❖ *Sector:* High-end boat dealer
- ❖ *Activity:*
 - ❖ **Sale (new and second-hand boats)**
 - ❖ **Maintenance**
 - ❖ **Rental of pleasure boats**
- ❖ *Strengths:*
 - ❖ **Strong partnerships with third-parties**
 - ❖ **Quality of the customers**
 - ❖ **Competence of the team**
- ❖ *Opportunities for growth:* Company's expertise and notoriety

Key elements

- ❖ *Turnover:* **15 M €**
- ❖ *# FTE:* **20 FTE**
- ❖ *EBITDA:* **400 K €**
- ❖ *Share deal*
- ❖ *Real estate:* No
- ❖ *International attractiveness:* Notoriety and reputation of the company, growth in business and profitability, boat quality, export, major French player
- ❖ *Deal value:* to be discussed

Contact details



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BUY-SIDE

LOOKING FOR CHEMICAL SECTOR COMPANY IN BELGIUM / NORTH FRANCE

Company description

- ❖ *Location:* **Hainaut – Belgium / France**
- ❖ *Sector:* **chemistry**
- ❖ *Activity:*
 - ❖ **Fire protection product**
- ❖ *International ambition of the buyer:* **Strategic acquirer, active in the chemical sector for many years, is looking for a company to take over in the chemical sectors (distribution or production).**

Target description

- ❖ *Location(s):* **North of France, Belgium**
- ❖ *Sector(s):* **Chemical sector : distribution or production/ machine building /artificial intelligence**
- ❖ *Target turnover:* **1-3 Mios €**

BUY-SIDE

Experienced company in solar installation looking to develop in France

Company description

- ❖ Location: **Belgium**
- ❖ Sector: **Renewable Energy, Digitalization & Biopharma**
- ❖ Activity: *Holding active in Renewable Energy, Digitalization & Biopharma*
- ❖ International ambition of the buyer: **Grow in France, then maybe other EU countries**

Target description

- ❖ Location(s): **France (In a dense population area if possible)**
- ❖ Sector(s): **Solar installation (residential project – B2C)**
- ❖ Target staff: **10 FTE**
- ❖ Share deal or asset deal (100%)
- ❖ International potential of the target: **Why not**
- ❖ Target turnover: **500,000 – 10,000,000 €**
- ❖ Target EBITDA **50,000 – 2,000,000 €**
- ❖ Target deal value: **100,000 – 5,000,000 €**



OTHER BUY-SIDE PROFILES

- B17649 – Private equity looking for company services, health, consumer goods sectors - In Europe
- B17171 - Household linen and bedding sector - In France, Flanders and Luxembourg
- B16124 - Hotels, leisure activities and HORECA – In France
- B132529 – Translation services – In France, Germany, Europe,...
- B - In-vehicle equipment – in Germany, France, Netherlands ... (crossborder Wallonia)
- B - Fire safety equipment/Alarm system – In Europe

Contact details



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BLIND PROFILES, September 2022

OVERNAMEPARTNERS

OVERNAMEBEMIDDELING VOOR EN DOOR ONDERNEMERS

BUY-SIDE

BISCUITS PLAYER FROM BELGIUM LOOKING FOR A TARGET IN FRANCE

Company description

- ❖ Location: Belgium
- ❖ Sector: *Production of Biscuits / Pâtisserie*
- ❖ Activity:
 - ❖ Cakes, pastry and cookies
- ❖ Key figures:
 - ❖ Turnover: **19 million €**
 - ❖ # FTE: **> 50 FTE**
 - ❖ EBITDA: **2 million €**
- ❖ International ambition of the buyer:
expansion into France

Target description

- ❖ Location(s): France
- ❖ Sector(s): *Production or distribution of Cakes, pastry and cookies*
- ❖ Real estate: Yes / No
- ❖ International potential of the target: *Not relevant*
- ❖ Target turnover: SME €
- ❖ Target deal value: SME €

SELL-SIDE

SELL-SIDE MANDATE TO TAKE OVER IN BELGIUM / FLANDERS

Company description

- ❖ Location: Belgium
- ❖ Sector: Belgian car conversion specialist
- ❖ Activity:
The company is conversion specialist focused on the installation of separation walls, the conversion of vans to double cabin vehicles and the modification of passenger cars and vans to 'light commercial vehicles' (LCV) for all major car brands
- ❖ Opportunities for growth: economies of scale

Key elements

- ❖ Turnover: **+/- 4 million €**
- ❖ # FTE: **8 FTE**
- ❖ EBITDA: **+/- 40% of turnover**
- ❖ Share deal
- ❖ Real estate: optional
- ❖ International attractiveness: Acquire a position in the BE market
- ❖ Deal value: to negotiate



Contact details



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abacus alpha

BUY-SIDE

Company description

- ❖ Location: Frankenthal Germany
- ❖ Activity:
 - ❖ Buy & Build
 - ❖ Succession
 - ❖ Growth
 - ❖ Internationalization
 - ❖ Start-up / Company Building
- ❖ Key Information:
 - ❖ Little sister of KSB SE & Co. KGaA
 - ❖ Only one investor
 - ❖ Long term perspective
 - ❖ No exits intended
- ❖ International ambition of the buyer: EU but focus on Germany

Target description

- ❖ Sector(s):
- ❖ We have a specialized industrial HVAC supplier with specialized process knowledge in FNB and paper industry. We want a competitor or an extension of the value chain with high synergetic potential.
- ❖ Real estate: No pure real estate investment
- ❖ International potential of the target: Yes
- ❖ Target turnover: 1 Mio. – 20 Mio. €
- ❖ Target deal value: 1 Mio. – 10 Mio. €
- ❖ Target Staff: >10 FTE
- ❖ Target EBIT: >0

BUY-SIDE

Company description

- ❖ *Location: Frankenthal Germany*
- ❖ *Activity:*
 - ❖ *Buy & Build*
 - ❖ *Succession*
 - ❖ *Growth*
 - ❖ *Internationalization*
 - ❖ *Start-up / Company Building*
- ❖ *Key Information:*
 - ❖ *Little sister of KSB SE & Co. KGaA*
 - ❖ *Only one investor*
 - ❖ *Long term perspective*
 - ❖ *No exits intended*
- ❖ *International ambition of the buyer: EU but focus on Germany*

Target description

- ❖ *Sector(s):*

We have a cluster of exquisite companies in the field of industrial automatization (Autec) and AI and computer vision (Vinroc) with strong synergies near the Benelux borders. We are looking for growth.
- ❖ *Real estate: No pure real estate investment*
- ❖ *International potential of the target: Yes*
- ❖ *Target turnover:* 1 Mio. – 20 Mio. €
- ❖ *Target deal value:* 1 Mio. – 10 Mio. €
- ❖ *Target Staff:* >10 FTE
- ❖ *Target EBIT:* > 0

Contact details



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BLIND PROFILES

SRIW
CRÉATEURDEFUTURS

BUY-SIDE

Metal parts manufacturing

Company description

- ❖ Location: **Belgium**
- ❖ Sector: **Metal parts manufacturing**
- ❖ Activity:
 - ❖ **Manufacture of metal parts**
 - ❖ **Wire or flat**
 - ❖ **Bending**
 - ❖ **Cutting, stamping and sheet metal work**
 - ❖ **Press work**
- ❖ International ambition of the buyer: **Reach European market**

Target description

- ❖ Location(s): **Belgium – France - Germany**
- ❖ Sector(s):
 - **Metal part manufacturing**
- ❖ Type of acquisition: **Share deal or asset deal**
- ❖ Target EBITDA: **15%**
- ❖ Target turnover : **2 – 10 M €**
- ❖ Target deal value: **2 – 5 M €**

Contact details



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SELL-SIDE

Facility management company TO TAKE OVER IN Bulgaria

Company description

- ❖ Location: **Western Bulgaria**
- ❖ Sector: **Facility management**
- ❖ Activity: **Leading corporate and commercial cleaning services provider** with end-to-end offering including facility management, summer and winter maintenance of surrounding areas, disinfection, disinfestation and deratting.
 - ❖ Strong presence in office spaces, logistics and manufacturing facilities.
- ❖ Strengths: **Integrated vertical operations** complemented with cleaning machinery sales and maintenance ensuring cost efficiency and supporting the growth business model.
 - ❖ Class leading ERP and IT systems monitoring weather conditions and optimizing cleaning teams and equipment allocation 365 days/year.
- ❖ Opportunities for growth: **Early stage of development of the market** with increasingly demanding clients. Proven growth track record of the company.

Key elements

- ❖ Turnover: **6.6 Million € (2020)**
- ❖ # FTE: **1400 FTE (2022)**
- ❖ EBITDA: **1.2 Million € (2020)**
- ❖ Share deal
- ❖ Real estate: Yes
- ❖ International attractiveness: Perfect for market entry with further potential for growth in all B2B segments. Well developed organizational structure.
- ❖ Deal value: TBA €



SELL-SIDE

Manufacturer of pellet stoves and boilers TO TAKE OVER IN Bulgaria

Company description

- ❖ Location: **Western Bulgaria**
- ❖ Sector: **Heating systems manufacturing**
- ❖ Activity: Local manufacturer of pellet stoves and boilers
 - ❖ **Design, manufacturing and selling** 5KW-30KW Pellet Stoves with heating area of 130 m³ to 600 m³.
- ❖ Strengths:
 - ❖ **Low production cost** and competitive pricing strategy;
 - ❖ Technically advanced manufacturing process – the company has **been investing in top tier** German manufacturing machinery, including presses, laser cutters and welding robots;
- ❖ Opportunities for growth:
 - ❖ **High employee** retention
 - ❖ Investment plan for a second vertical of producing heat pumps

Key elements

- ❖ Turnover: **19.5 Million € (2021)**
- ❖ # FTE: **250 FTE (2022)**
- ❖ EBITDA: **3.9 Million € (2021)**
- ❖ Share deal
- ❖ Real estate: Yes
- ❖ International attractiveness:
 - ❖ International presence already in 18 countries;
 - ❖ Pellet stoves and boilers are surging in demand due to public incentives for end clients and cost efficiency compared to other alternatives
- ❖ Deal value: TBA €

Contact details



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TRANSEO DEAL CLUB

BLIND PROFILES



BUY-SIDE

MANUFACTURER OF LOCKING AND ACCESS CONTROL LOOKING FOR EXTERNAL GROWTH IN EUROPE

Company description

- ❖ *Location:* **Eastern France**
- ❖ *Sector:* **Wholesale of electronic and telecommunications equipment and parts for B2B customers**
- ❖ *Activity:*
 - ❖ **Manufacturing of locking and access controlling solutions**
 - ❖ **Safety products sold to B2B customers such as retailers**
- ❖ *Strengths:*
 - ❖ **Wide range of products offered**
 - ❖ **Full digitization of the solutions offered**
 - ❖ **Reputation and quality of services to customers**
 - ❖ **Family-business, well-being and proximity values**
- ❖ *Opportunities for growth:*
 - ❖ **Internationalization**
 - ❖ **Expand the range of new products and fields of activity (access controlling, locking solutions, perimeter detection, automation products, etc.)**

Key elements

- ❖ *Turnover:* **12 M€**
- ❖ *# FTE:* **50 FTE**
- ❖ *EBITDA:* **n.a.**
- ❖ *Share deal*
- ❖ *Real estate:* **Depending on the target**
- ❖ *International attractiveness:* **target located in Europe (Portugal, Spain, Italy / Benelux / German-speaking countries / Eastern Europe) with a good position regarding exports. English- (or French-) speaking management required**
- ❖ *Deal value:* **n.a.**

SELL-SIDE

BEAUTIFUL HOTEL COMPLEX WITH RESTAURANT ON THE ALSACE WINE ROUTE

Company description

- ❖ *Location:* **Eastern France**
- ❖ *Sector:* **Hotel and restaurant**
- ❖ *Activity:*
 - ❖ **3-star hotel complex consisting of several buildings, car parks, a restaurant and a shop with local products**
 - ❖ **The property is located on the wine route in the region Alsace, in a small typical village close to several tourist attractions.**
- ❖ *Strengths:*
 - ❖ **Geographical location (magnificent view, Alsace wine route)**
 - ❖ **Very well-maintained buildings that meet requirements for people with disabilities and fire safety, criteria for a 4-star hotel,**
 - ❖ **Reputation of the establishment and repeat business**
- ❖ *Opportunities for growth:*
 - ❖ **No marketing is currently being done**
 - ❖ **Possibility of building extensions to create new hotel rooms**

Key elements

- ❖ *Turnover:* **1,7M€**
- ❖ *# FTE:* **15 FTE**
- ❖ *EBITDA:* **n.a.**
- ❖ *Share deal or asset deal*
- ❖ *Real estate:* **Yes**
- ❖ *International attractiveness:* **The establishment is known as far away as London and Brussels. A great opportunity for an international hotel group wishing to establish itself in the French Eastern region Alsace.**
- ❖ *Deal value:* **4M€ to 5M€**

CONTACT DETAILS



TRANSVERSALE

TRANSMISSION - VALORISATION - LEVÉE DE FONDS

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An introduction ... online list of profiles

01. SELL-SIDE PROFILES ⓘ ☆

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<input type="checkbox"/>	S212 – Online retail company hard goods and giftware	+	👤	Institut für Wirtschaftsberaten...	Project no. 50.771	Sep ...	The company markets a range of giftware and hard goods that is continuously being updated ...	Retail - Non-food produ...	Retail (Online)	📍 Germany	11
<input type="checkbox"/>	S211 – Company specialized in engineering, mechanical, construction, machining and mecano-welding	+	👤	Nord France Invest	TAMPA	Sep ...	ACQUISITION OPPORTUNITY OF A COMPANY SPECIALIZED IN ENGINEERING, MECHANICAL ...	Con... Machinery & e...	ENGINEERING, MECHANICAL ...	📍 France	
<input type="checkbox"/>	S210 – Manufacturer and Distributor of Car Wash Chemicals and Supplies	+	👤	IBBA / Pacific M&A		Sep ...	More description in the documents appended	Chemi... Wholesale/...	Manufacturer and Distributor of Car ...	📍 United States	
<input type="checkbox"/>	S209 – Infrastructure Construction and Underground Utility Installation	+	👤	IBBA / Pacific M&A		Sep ...	More description in the documents appended	Construction	Infrastructure Construction and ...	📍 United States	
<input type="checkbox"/>	S208 – MANUFACTURING: HEALTH & BEAUTY PRODUCTS	+	👤	IBBA / Pacific M&A		Sep ...	Pacific Mergers & Acquisitions Inc. is pleased to introduce this offering of a well-established ...	Human hea... Chemi...	Personal Care & Pharmaceutical ...	📍 Canada	
<input type="checkbox"/>	S207 – MARINE CRAFT FABRICATION AND RETROFIT COMPANY	+	👤	IBBA / Pacific M&A		Sep ...	Servicing the Pacific North West, this is an opportunity to acquire a well respected marine ...	Construction	Ship building and Repairing	📍 United States	
<input type="checkbox"/>	S206 – Growing seller of door mats	+	👤	Walther Transaction	Project "Colombus"	Sep ...	Resale of customized door mats for various use cases in B2B sector...	Textile production	Consumer (B2B)	📍 Germany	
<input type="checkbox"/>	S205 - Metal Fabrication/Plastics opportunity in Bulgaria	+	👤	UBB - United Bulgarian Bank		Sep ...	The company is proof (screw) caps, metal twist-off caps, bag in one of the largest independent ...	Chemical & p... Meta...	Metal Fabrication/Plastics	📍 Bulgaria	200
<input type="checkbox"/>	S204 – Tyre wholesaler & distributor in Finland	+	👤	Suomen Yrityskaupat	Tyreshop	Sep ...	Tyre wholesaler & distributor + webshop	Wholesale/distribution ...	Tyre wholesaler	📍 Finlande	5
<input type="checkbox"/>	S203 – Fire protection technology business in Finland	+	👤	Suomen Yrityskaupat	Firetech	Sep ...	Fire protection solution provider	Safety	Fire protection technology	📍 Finlande	7
<input type="checkbox"/>	S202 - Specialised automotive services (import-export-registration-compliance-technical control-insurance)	+	👤	Overnamemarkt	https://www.plaformad...	Sep ...	"Small" customs agency specialising in the automotive sector; our clients are mainly ...	Automotiv... Other s...	Services	📍 Belgium	2
<input type="checkbox"/>	S201 - HR consulting firm in French-speaking Switzerland	+	👤	Synercom France		Sep ...	Consulting for private companies and public institutions....	Human Resources	Outplacement & Management ...	📍 Switzerland	20



THANK YOU!

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