

We present, in this commercial document, the unique opportunity to acquire a renowned franchise, strategically located in Greater Lisbon

Income Statement (€)	2020H	2021H	2022H	2023H (Out anualizado)
Turnover	238,188	365,658	618,569	669,985
<i>% growth</i>	<i>n.a.</i>	<i>53.5%</i>	<i>69.2%</i>	<i>8.3%</i>
Cogs	-85,689	-145,068	-271,858	-274,146
Gross Margin	152,499	220,590	346,712	395,839
<i>Gross Margin %</i>	<i>64.0%</i>	<i>60.3%</i>	<i>56.1%</i>	<i>59.1%</i>
Personnel expenses	-99,858	-139,670	-157,794	-170,611
External services and supplies	-71,777	-140,469	-173,821	-152,970
Other income	65,472	160,257	57,306	745
Other expenses	-1,257	-620	-2,788	-15,583
EBITDA	45,079	100,087	69,615	57,421
<i>EBITDA Margin %</i>	<i>18.9%</i>	<i>27.4%</i>	<i>11.3%</i>	<i>8.6%</i>

- 16.2%** A company with over 10 years of activity, experiencing a compounded revenue growth of 16.2% over the past four years
- 11** In 2023, the company has 11 employees, one of whom is a managing partner, who currently has minimal involvement in the company's operations
- 4.0%** EBITDA margin of approximately 8.6% in 2023, with real prospects for improvement in 2024
-  40% of the costs are related to expenses for raw materials and consumed finished products
-  Minimum working capital and CAPEX investment requirements
-  Average days sales outstanding period of 0 days, since all sales are made cash-on-delivery to the end customer
-  Company sold with a financial liability of €0
-  It is expected that sales will experience a consistent average annual growth in line with the values recorded in the last four years
-  The shareholders intend to redirect their capital towards investments in other industries

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Partner ANTÓNIO GOMES antonio.gomes@valuingtools.com
 Partner JOÃO LEITE joao.leite@valuingtools.com
 Associate MARIA MARTINS maria.ester@valuingtools.com