

Profile number

72979

Factory of acoustic wooden panels

Located in

Madrid

Personal data**Sector**

Engineering

Type of company

Woodwork

Legal entity:

Limited Company

Type of transaction

Assets / liabilities

Life phase enterprise

Full-grown

Employees in FTE

10 - 25

Type of buyer:

- MBI candidate
- Strategic acquisition

Financial information**Turnover last financial year**

€ 500.000 - € 1.000.000

Asking price

€ 1.000.000 - € 2.500.000

Earnings before taxes

€ 100.000 - € 250.000

Other**Products and services offered**

A company with 50 years of history, specializing in technical applications of wood in the fields of electronics, sound, acoustic protection, etc. Since our inception, we have developed high value-added wood solutions for our clients. Currently, we focus on to the manufacture of roofing plates and wall cladding panels in wood.

Our products are divided into three different ranges according to the decorative and sound insulation criteria

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required by the client and the budget of architects and designers.

We develop our production activity around three fundamental pillars: design, offering materials with high technical requirements, but without neglecting aesthetics; quality, taking care of every detail in the development of your projects; and commitment.

achieving the ability to tackle any type of project thanks to the efforts dedicated to research and innovation.

History

Our company began by manufacturing wooden applications for electronics and audio equipment for brands such as Telefunken, Thomson, and Pioneer, among others. In the late 1990s, we evolved into the field of decoration and acoustic panels, later becoming pioneers in the development of wooden roofs.

Since then, we have continuously evolved and improved the product. Although many competitors have emerged, we differentiate ourselves through our high standards of quality and adaptation of the product to the needs of the market and our customers.

Patents developed

We have three patented systems for installing wooden structures on walls and suspended ceilings.

Main Magnitudes

- Total Assets – 1,380,268 EUR
- Sales Forecast 2018 – 1,200,000 EUR
- Estimated sales increase 2019 – 25%
- 3 product ranges adapted to different needs and requirements market quality
- 1,600 m2 production plant with all necessary equipment
- 8 highly trained and experienced employees

Proposed transaction

Sale of the company's assets, excluding cash and temporary financial investments.

The assets to be sold include:

- Industrial building of 1,600 m2
- Highly automated equipment and personnel with a production capacity 3 times greater than the current one
- Three highly recognized brands in the market, three patents and references in very representative corporate buildings in Spain

The starting price for these assets is in a range between 2.2 and 2.5 million euros depending on the valuation method used (asset value being the lower and discounted cash flows being the higher).

Competitive Advantage

- We have important references and the trust of architects and construction companies

- We have developed a virtuous circle based on product quality, tested and proven in recent years in an industry where we were pioneers in Spain
- We have an automated and computer-controlled production process

Investment Considerations

- The operation would consist of the sale of the company's assets (tangible and intangible). The current owners of the Public Limited Company and the Treasury remain in place
- We have an excellent range of products that could coexist and integrate with your buyer's value proposition as lines within a common umbrella
- Twenty years ago we developed a new construction concept that has given us recognition and appreciation from the sector
- The investment would allow a buyer in the construction sector to expand its product range and value chain, gain market share and incorporate important references
- The company's idle capacity could be used to manufacture new products
- The marketing and sales areas have great potential for improvement; so far, their managers have limited themselves to a reactive strategy.
- A buyer interested in growth could triple the company's revenue without needing to touch the factory

Assessment

The sale price range for the assets is between €2,200,000 and €2,500,000 depending on the buyer's conditions.

- Asset Value – €1,980,000

Warehouse (1,600m² at €650/m²) = €1,040,000

Machinery (Equipment, furniture...) = €240,000

Intangible Assets (Patents, Trademarks, References) = €700,000

- Times EBITDA – €1,992,142

The multiple for this sector in Europe is 11.23 times EBITDA.

EBITDA for 2016 was €171,161.4

- FCL Discount – €3,278,256

With a high cost of equity (8%) and fairly uncertain assumptions conservatives

- Average Rating – €2,326,799