

Profile number

110929

M&A Opportunity: Premium Commercial Company in Las Tablas (Madrid) >26% EBITDA Margin

Located in

Madrid

Personal data**Sector**

Leisure

Type of company

Restaurants

Legal entity:

Limited Company

Type of transaction

Shares

Life phase enterprise

Full-grown

Employees in FTE

< 5

Type of buyer:

- Strategic acquisition
- Investor

Financial information**Turnover last financial year**

€ 250.000 - € 500.000

Asking price

€ 100.000 - € 250.000

Earnings before taxes

€ 100.000 - € 250.000

Company history/background

The opportunity is offered to acquire a renowned and solid commercial concept located in one of the areas with the greatest residential and business growth in northern Madrid.

The business has over **15 years of uninterrupted track record**, demonstrating high resilience, excellent financial health, and positive operating cash flows from day one.

- **Location:** Las Tablas, North Madrid (AAA Corporate and Residential District)
- **Operation:** Transfer of 100% of the business unit (*Debt-Free / Turnkey*)
- **Valuation:** €300,000 - €350,000 (Sector multiples 3x - 3.5x EBITDA)

Key Financial Indicators

- **Annual Turnover:** Stable and consolidated above **€420,000**
- **Actual Operating EBITDA:** **€124,000** per year (demonstrable).
- **EBITDA / Operating Margin:** **29.12%** (*Operating efficiency well above the average for its sector*) .
- **Estimated Net Margin:** **15%** (Fully sound structure and free of financial debt).
- **User Volume:** Constant traffic of between 1,300 and 2,000 customers per month, with an average ticket between €18 and €22.
- **Return on Investment (ROI):** Estimated at **21% to 25% annually** (recovery in 3-4 years).

Protected Assets: The transfer includes a registered trademark, fully documented internal processes, and standardized *know-how* that facilitates replicability or franchising.

- **Infrastructure and Technology:** Fully equipped premises with professional facilities and a large terrace. Operates with an implemented digital ecosystem (Web, POS, booking management, CRM and delivery channels).

Unique selling points

Expansion Opportunity (Growth Potential)

A strategic roadmap has already been designed to be implemented over a period of 18 to 24 months, projecting a **sales growth of +30%** (reaching €520,000 in revenue and €135,000 in EBITDA) through