

Business Offer

Portuguese construction metalwork (aluminium and steel frames and façades) is looking for investor to buy shares or the whole company through an acquisition agreement

Summary

Portuguese company fully specialized in construction metalwork, located in north Portugal, that designs/draws, manufactures and assembles metal frames (aluminium, iron, brass, stainless and can also include glass) is looking for a construction/metallic company interested in buying it (estimated value € 2,5 million) or buying a part of it (more than 250.000€ in shares). The company seeks an acquisition agreement.

Creation Date	18 August 2016
Last Update	10 March 2017
Expiration Date	10 March 2018
Reference	BOPT20160818002
Profile link	http://een.ec.europa.eu/tools/services/PRO/Profile/Detail/eb577264-447e-47e3-9935-08728f8ad80a

Details

Description

Portuguese company located in north Portugal (Oporto), Nace code: 25120, with 25 workers, total sales 1-3 million euros in the last 5 years, 36 years of experience, always directed by the same manager (son of the creator of the company) who has high knowledge in what concerns to metal construction works and has developed a company with capable professionals in all technical and support departments.

Its expertise is to provide the best solution in aluminum/steel/stainless steel frames and façades by measure (with glass if wanted), by thinking out and proposing the client the more adapted and long term costless solution for client needs, taking care of all preparation/design, production and placement.

Specialized in frames for private and public buildings (housing, theatre, library, schools, etc.), winning works from 20.000€ to 1.000.000 euros, ensuring delivery dates as negotiated.

It has its own industrial production unit with around 2000m² covered area. Has quality certification and develops its work according to the Eurocodes. The company exports around half of its production, especially to european markets. Already has ordered work to part of 2017. Company prefers to keep the manager in functions, but will consider him to leave the management if that is included in the proposal.

Reputable ethical company, with good clients recommendations and work references (nationally and internationally).

Company wants to reinforce its exportation, and expand its products by disclosing its new

modular construction project. They are looking for a construction/metallic construction partner who is interested in having a representation/fabricant in Portugal and opens doors to more exportation, or an investor who wants to value his investment throughout the company's activity. Medium-long term partnership, both ways profitable. The company is interested in an acquisition agreement.

Advantages and Innovations

36 years of solid knowledge of the activity and metallic construction market.
This is a reliable company with good references from its clients. High performance products that have also been valued by clients abroad.

Stage of Development

Already on the market

Comments Regarding Stage of Development

Established company seeking to increase export volume, and also launching to market its new project.

IPR Status

Trade Marks

Keywords

Market

08003001 Machine tools, other metal working equipment (excl. numeric control)

NACE

C.25.1.1 Manufacture of metal structures and parts of structures

C.25.1.2 Manufacture of doors and windows of metal

Open for EOI : **Yes**

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

1979

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

No.

Certification Standards

ISO 9001

Languages Spoken

English

French

Portuguese

Spanish

Italian

Client Country

Portugal

Partner Sought

Type and Role of Partner Sought

Construction or Metallic construction partner, who is interested in having a representation/fabricant in Portugal and opens doors to more export activity. Investor who wants to value his investment throughout the company's activity. They are looking for an investor to buy shares or the whole company.

Type of Partnership Considered

Acquisition agreement