

Entreprise de production de sacs d'école





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L'entreprise est le leader du marché de la production et de la distribution de cartables préscolaires, de cartables, de sacs de sport, etc., en Europe.

Fondée en 1965 en tant qu'entreprise familiale privée, l'entreprise est devenue un leader du marché dans la production et la distribution d'une variété de produits. Au fil des années, l'entreprise a connu une croissance dynamique, établissant une forte présence dans l'industrie. Aujourd'hui, l'équipe est composée de 160 professionnels qualifiés qui améliorent continuellement leur expertise dans des domaines tels que la production, la logistique, la finance, les ventes et le marketing.

La société propose actuellement jusqu'à 100 % de participation, ce qui représente une opportunité unique d'investissement dans un fabricant européen leader. Les installations comprennent une usine de production moderne équipée de machines et d'outils de pointe, ainsi que des bâtiments administratifs et logistiques dédiés couvrant une superficie totale de 10 000 m².

Les principaux marchés, qui génèrent l'essentiel des revenus, sont l'Allemagne, la Suisse, la Slovaquie, l'Estonie, la Croatie, la Hongrie, l'Autriche, la Slovénie et la Serbie. Notamment, la catégorie de produits la plus vendue est celle des cartables, qui représentent 14,85 % de la production totale et 37,29 % des revenus.

La gamme de produits diversifiée comprend des cartables, des sacs préscolaires, des sacs à dos, des trousse à crayons, des sacs à baskets, des sacs de protection contre la pluie, des sacs à vélo et bien plus encore. De plus, la Société possède le développement complet, la conception, le moulage, l'échantillonnage, la préparation, la production, l'emballage, le stockage et la logistique de ses produits.

La société dessert un large éventail de marchés internationaux, notamment l'Allemagne, la Mongolie, le Royaume-Uni, la Hongrie, la Pologne, l'Autriche, la Russie, la Chine, la Norvège, la Suisse, la Roumanie, l'Ukraine, la Nouvelle-Zélande, la Grèce, l'Azerbaïdjan, la Lettonie, l'Estonie, la Lituanie et la Serbie. , Croatie, Bosnie-Herzégovine et Bulgarie, principalement par l'intermédiaire de distributeurs en gros.

En 2022, 90 % du chiffre d'affaires total provenait des ventes sur les marchés étrangers, tandis que 10 % provenaient des ventes sur le marché local. La performance financière de la société comprend un chiffre d'affaires de 4,53 millions d'euros et un EBITDA de 1,19 million d'euros, reflétant une solide marge d'EBITDA de 25,45 %. L'augmentation du chiffre d'affaires sur la période de 2018 à 2022 est de + 48 % et l'augmentation de l'EBITDA sur la période de 2018 à 2022 est de + 55 %.

TARGET PRICE

EUR 6,000,000

GROSS REVENUE

4530000

EBITDA

1190000

BUSINESS TYPE

Fabrication

COUNTRY

Serbie

BUSINESS ID

L#20240708

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