

Profile number

109458

Seeking for strategic partner: Serial production construction and welding company in Eastern Europe

Located in

Serbia

Personal data

Sector

Engineering

Type of company

Metal conversion

Legal entity:

Limited Company

Type of transaction

Shares

Life phase enterprise

Growing

Employees in FTE

25 - 50

Type of buyer:

- Strategic acquisition
- Investor

Financial information

Turnover last financial year

€ 2.500.000 - € 5.000.000

Asking price

€ 500.000 - € 2.500.000

Earnings before taxes

Confidential

Company history/background

The customer is seeking a strategic partner through an equity investment opportunity in a metal manufacturing facility located in Eastern Europe, near the EU border, with the goal of supporting growth and further automation. The company has established an excellent reputation among several multinational corporations and well-known brands across Western Europe, with strong growth potential guaranteed. Founded in 2013, the company specializes in manufacturing components for M&E (Mechanical & Electrical) and MEP, HVAC, piping installations

targeting the EU market. The production site is based just 30 km from the EU border. Operating as an OEM (Original Equipment Manufacturer), the company produces exclusively under its customers' brands, adhering strictly to their standards and specifications. Leveraging its expertise, the company supplies small to medium-sized series of quality fastening materials, primarily for the HVAC, M&E, and piping systems industries.

The company's production takes place in a production hall of 500 m², with a separated 550m² as warehouse space. The complex is leased. The company owns 6,600 m² of building land (including all building permits) in an industrial area where several internationally renowned companies are located. A new production hall is planned to be constructed on this site. The company has a stable workforce of approximately 15 employees, additionally approx. 10 flex workers. Management and engineers speak English and the entrepreneur also speaks Dutch and German. The company is internationally oriented.

Unique selling points

- The company has guaranteed growth potential to double or even triple with the right input.
- Fully certified with CE mark and the following ISO standards: ISO 9001:2015 (quality management), ISO 14001:2015 (environmental management), ISO 45001:2018 (health & safety), Welding ISO 3834-2 (welding quality), EN 1090-2 (steel/aluminum structure execution).
- Strategic location near the EU border with excellent logistics advantages, including proximity to rivers, an international airport, and major highways, enabling fast and efficient delivery.
- With 12 years of international expertise, we specialize in producing and co-developing high-quality fastening materials tailored to the diverse needs of EU clients, ensuring compliance with strict standards and fostering strong, collaborative partnerships.
- Flexibility to quickly adapt new products to evolving market demands.
- Competitive pricing without compromising quality or speed.
- Ability to produce small to medium series, offering fast lead times.

Other

We are seeking a strategic partner for an equity investment to grow the company. Knowledge and assistance in professionalizing and automating the business are strongly sought after. Detailed information is of course available upon request.