

Profile number

109658

Hardware and software development company with products for water saving and home automation

Located in

Spain

Personal data

Sector

IT service

Type of company

IT Hardware

Legal entity:

Other

Type of transaction

Shares

Life phase enterprise

Growing

Employees in FTE

< 5

Type of buyer:

- MBI candidate
- Strategic acquisition
- Investor

Financial information

Turnover last financial year

€ 250.000 - € 500.000

Asking price

€ 500.000 - € 1.000.000

Earnings before taxes

€ 500.000 - € 1.000.000

Company history/background

Sale of hardware and software development company with internationally patented and marketed products for water saving and home automation. Hardware products (mechanical, electronic devices, 3D design, prototyping, manufacturing) and software, with more than 13 years of experience in engineering and R&D&I consulting

Annual sales of €200,000/year, with additional income from R&D&I programs of €500,000/year. Since 2018

with positive EBITDA and Fiscal Year Results.

It is currently managed by a Sole Administrator, who is in turn the majority partner with 72% of the company.

Company founded in October 2013 with the aim of developing innovative solutions with environmental impact. Its activity has historically focused on 2 axes: - The development and marketing of its own products and services. - The engineering and R&D&I consulting service for third parties, public and private companies, for which projects and products have been developed in sectors such as the smart city, energy, sustainable mobility, agriculture, livestock, health, security, construction, among others.

Unique selling points

Among the assets, we have:

- Commercial technology: Current products that comply with current regulations, available in BIM, enhancing BREEAM and with other properties and certificates.
- Patents and trademarks: Active patents in 18 countries. Registered national and European brands.
- Know-how: Knowledge applied in different areas such as electronic and software development, international projects, among others.
- Material assets: Set of goods used for the development and manufacturing of products.
- Brand positioning: Online positioning of brand and product.
- Associations and recognitions: Prizes and awards obtained throughout its history. Value partnerships with various entities.
- Professional network: Installers and other certified professionals, distributors, marketplaces, home automation companies and others
- Contracts and agreements: Sales contracts, representation agreements and other income-generating projects.

Other

1) Industrial profile buyers: manufacturers and/or large distributors with their own products for taps, toilets, swimming pools, household appliances, home automation, water heaters, etc.

2) Buyers with a financial profile: who acquire the company for its assets, tax deductions for R&D&I, possible amortizations, liabilities, etc., to offset the years of the purchasing company or to benefit from deductions for R&D&I, among other accounting purposes.