


“Sawmill” is a sawing, planing & impregnating plant located in Eastern Bavaria with a steady and profitable business (Sales >€40M, EBITDA >€7M)

Key Facts

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	Location	Eastern Bavaria, Germany
	Production Area	36,000 sqm
Capacity	250,000 m3 p.a.	
Main products	Range of garden and packaging timber	
Average FTE, 2022	81 FTE	

Key insights

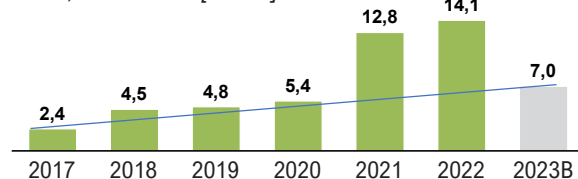
- Facility located in Eastern Bavaria (Germany) with capacity of 250 k m3 p.a.
- Generating no (wood-)waste during production. All the wood coming in is sold as main- or by-product and residue.
- Stable and mature organization with solid management. Average FTE of 81

Key financials

Sales, 2017-2023B [EUR M]

23 27 30 32 48 53 42

EBITDA, 2017-2023B [EUR m]

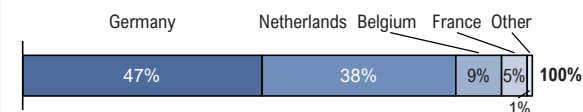


Key insights

- Steady results in recent years with revenue hovering around €40-50M and EBITDA around €7-10M
- COVID years '21 and '22 delivered exceptional results in both sales and EBITDA
- Strong growth even post-covid
- High EBITDA

Key segments

Sales by country ('22)



Sales by Product Segment ('22)



Key insights

- Key markets are Germany (47%), Netherlands (38%), Belgium (9%) and France (5%).
- All in-coming wood is used and sold: Mainware (61%) to garden & packaging, Sideware (19%) to the pellet industry and Residue (chips & saw dust) sold to processing companies or used to generate energy for the own production.













VIRETUM CONSULT

Corporate Finance, M&A and Investment Advisory

Sonnenstr.8, D-82049 Pullach i. Isartal, Tel. +49(0)172 8930 446, wiese@viretum.com, www.viretum.com

“Sawmill” has steady results, efficient production, secure supply of top quality Bavarian pine and spruce, solid management & growth potential

Key Investment Attractions

	Description	Growth Potential
1  Steady Results Pre- and Post-Covid	<ul style="list-style-type: none"> Steady and growing results. Current results post COVID are good with EBITDA forecast of c€6-7M (total margin slightly down and mostly affected by scrap wood price erosion, base business margin remains stable). 	 
2  Efficient production	<ul style="list-style-type: none"> No (wood-)waste generated during production processes. All in-coming wood is processed and sold or used to generate heat for the own production. Capex plans (c€4M) to increase capacity and yield can be carried out now as land rental agreement has been extended 	
3  Value-added Services	<ul style="list-style-type: none"> Capability to react flexibly to market demands. Drying, impregnating and labeling services provide additional customer value-add which is welcomed and reflected in the profit margins. 	
4  Geographical Location incl. Supply	<ul style="list-style-type: none"> Perfectly located in Southern Germany in the vicinity of Bavarian forests which ensures (cost) efficient supply and logistics. Grown relationship with forest owners with top quality pine and spruce. 	
5  Solid Mgmt Team in Place	<ul style="list-style-type: none"> Solid management with experienced team knowledgeable in the industry and its markets. 	
6  Property & Logistics	<ul style="list-style-type: none"> Land rental agreement has been prolonged for 15 years, recently with option to buy which gives maximum flexibility to a new owner if desiring to grow further based on available capex plans. Additionally, the property has train connection which can be activated. 	