

*September 2021*

## List of M&A Opportunities – Business on Sale



## Disclaimer

This document has been prepared based on the information and opinions provided by the target companies directly or by the ICT business partners who have the mandate to sell the specific target company. It may not contain all the information of interest to investors and may in the future be subject to changes or updates.

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## Business Opportunities

In the following pages you will find a list of company targets whose shareholders decided to sell the business, partially or for the totality of their shares. In some specific cases the proposed projects deal with joint-venture or equity investments.

The opportunities descriptions have been grouped according to the sector and it may include a rough first indication of the investment range for the buyers.

In case of serious interest of investor in any specific project, a proper NDA must be signed to guarantee the confidentiality of the whole due diligence and M&A process.

# Business on Sale

Type	Short Title	Description	Customer industry	Production type	Transaction Type	Yearly Turnover (mio€)	Evaluation (mio€)	Region	ICT Advisory Division code
IT	ICT company with vertical ERP	Italian ICT company with different business units: one of them includes a vertical ERP of which the company is market leader	IT	Service - IT	Profitable	2,7	N.A.	Italy	IT20_H
Consulting	Consulting - Financed Training	The Company is specialized in financed training and talent management. It is located in North-West of Italy	Human Resources / Training	Consulting	Profitable	3,4	N.A.	Italy	IT20_M
Education	Academy Tech Company	Academy Tech Company focused on Learning Management, Students Information and Campus Management Systems. It looks for growth up to around 2 - 2.5 Million Euro of yearly turnover in 4 years time.	Education - Universities	IT	Profitable	0,4	N.A.	Turkey	IT20_Q
Various	Mineral water wells	5 mineral water wells are situated in Hungary (extraction permits are available). Total flow rate is up to 1933000 cubic meters per year. Mineral content ranges from 492 mg/l up to 1730 mg/l. Logistically well situated close to main transport ways. The investment is eligible for non-repayable State aid of a minimum 30%.	Mineral Water	Extraction / Production	Start-up	N.A.	N.A.	Hungary	IT20SM_02
Education	Education	Private University / School of Management / Training Institute - conducting education in the English language - is focused to students coming from emerging economies across the world. Promoters are alumni of Columbia University, expert in education, science and ICT, and they put on sale a stake of 49% of company.	Students from emerging countries	Education / Management school	Profitable	N.A.	N.A.	Italy	IT20SM_07
Bearings	Bearings manufacturer - Plant in Eastern Europe	Historical company, well known brand, with manufacturing plant of Cylindrical Roller Bearings, Spherical Roller Bearings and bearing components	Oil & Gas / Railways / Wind Power Plants / Mining / Agriculture	Production & Trading	Profitable	50	N.A.	Europe	IT20_ZC
Bearings	Bearings manufacturer - Plant in Eastern Europe	Historical company, manufacturer of high quality bearings - mainly Tapered Roller Bearings and Deep Groove Ball Bearings	Oil & Gas / Railways / Wind Energy / Metallurgy / Elevators / Agriculture / Mining	Production	Profitable	3	N.A.	Europe	IT20_ZD

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Type	Short Title	Description	Customer industry	Production type	Transaction Type	Yearly Turnover (mio€)	Evaluation (mio€)	Region	ICT Advisory Division code
Automotive	Exhaust systems manufacturing plant	Production of top quality exhaust systems for automotive aftermarket and for industrial OEM (tractors, tanks, ship engines, etc.). String brand and technological know-how are the key features of the target company	Automotive Aftermarket / OEM Industrial	Manufacturing	Turnaround	20	N.A.	Europe	IT20_B1
Bearings	Sliding bearings manufacturer - South America	Manufacturer and wholesaler of bearings and self-lubricated bushings in bronze and in composite	Energy / Automotive / Aerospace / Marine / Steel Mill / Mining	Manufacturing	Profitable	2,5	N.A.	South America	IT20_ZF
Various	Hydraulic cylinders manufacturer	Manufacturer of small series (or even one-off pieces according to the customer's design) of hydraulic cylinders (with and without sensor) and log splits. The company carries out the different stages of production, from design to mechanical processing up to robotic welding. With 85 employees, it is ISO 9001 certified.	Various	Production / Manufacturing	Profitable	8	N.A.	Italy	IT20MUS_N01
Bearings	Bearings grinding and lapping machinery manufacturer	High quality manufacturer of precision grinders and lappers to process any type of bearings components: inner and outer rings, rollers, shafts, spacers.	Bearings / Automotive	Manufacturing	Profitable	23	N.A.	Europe	IT200A_N01
Bearings	Distributor of Bearings	The company has become the supplier of Turkey's leading manufacturers by proving its reliability more and more every day, and by adding strong brands to its structure with its "multi-brand" strategy. It provides professional services by distributing power transmission products (bearings, chains, belts), seals, lubrication products and systems. It now officially represents in the country brands like SKF, SCHAEFFLER, NMB	Bearings / Automotive	Distributor	IN VENDITA AL 100%	3	N.A.	TURKEY	21-BEA-WS
Medical	Medical supplies	Company designs, manufactures, tests, and packages filtration masks for industrial and medical purposes. Some features: recurring clients across European Union; Daily production capacity is equal to 1.2 MT of filtration material. Production certificates for FFP2 masks, Oekotex certificates, and certificates from the Hohestein Institute.	Medical	Production	Profitable	3,6	6,2	GERMANY	21-MED-WS

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Type	Short Title	Description	Customer industry	Production type	Transaction Type	Yearly Turnover (mio€)	Evaluation (mio€)	Region	ICT Advisory Division code
Bearings	Distributor of Bearings	Distributor of Bearings	Bearings / Automotive	Distributor	Profitable	4	N.A.	ITALY	(IT20_U) NUOVO CODICE: 21-BEA-WS001
Sandblasting	Sandblasting machines for glass	Sandblasting machines for glass	Various	Production / Manufacturing	Looking for investors	1,4	N.A.	GREECE	21-MAC-WS
Steel industry	Distributor of steel bars	Distributor of steel bars	Various	Distributor	Profitable	21mio EBITDA 10%	N.A.	ITALY	21-ACC-WS
Medical	Optical medical supplies	Medical supplies in the Optical industry	Medical	Production	Profitable	0,5mio EBITDA 35%	N.A.	ITALY	21-OTT-WS
Engineering	Engineering	Engineering	Various	Consulting	Profitable	5,4mio EBITDA 10%	N.A.	ITALY	21-ING-WS
Manufacturing	Manufacturing Bearings and mechanical objects	The Company manufactures sliding bushings, bimetal bearings, sliding thrust washers, sliding guides and the PYDANE ® range (316TI Stainless Steel PTFE Bushings)	Various	Manufacturing	Profitable	n/a	n/a	FRANCE	21-MEC01-WS

*October 2021*

## List of M&A Opportunities – Investors' Searches



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This document has been prepared based on the information and opinions provided by the investors directly or by the ICT business partners who have the mandate to acquire the specific targets within the highlighted sectors. It may not contain all the information of interest to investors and may in the future be subject to changes or updates.

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## Business Opportunities

In the following pages you will find a list of investors' search profiles, interested to acquire business in certain specific sectors and with yearly turnover within a specified range. In some specific cases the investor specify also the preferable profitability situation of the target company.

The opportunities descriptions have been grouped according to the sectors and it may include a rough first indication of the investment range that investors are available to destinate to the project.

In case of serious interest of sellers in any specific project, please get in touch with ICT Advisory to agree case by case the best steps to move forward with it.

# Business Want to buy

Investment type	Investment Focus	Transaction Type	Min Investment Value (mio€)	Max Investment Value (mio€)	Sales - Yearly Turnover range (mio€)	Country Focus	ICT Advisory Division code
Chemical; Mechanical Engineering	Profitable business, Special Situations and companies who need Turnaround in Chemical and Mechanical Engineering sectors	Purchase of Majority of shares	0	10	5-30	Europe	IT20FM_N073
Medical; Pharma	Special Situations and companies who need Turnaround in Medical and Pharma sectors	Purchase of Majority of shares	1	7	5 - 50	Europe	IT20FM_N088
Aerospace; Automotive	Profitable business, Special Situations and companies who need Turnaround in Aerospace and Automotive sectors	Purchase of Majority of shares	0	10	5-30	Europe	IT20FM_N073
Aerospace; Automotive	Special Situations and companies who need Turnaround in Aerospace and Automotive sectors	Purchase of Majority of shares	1	7	5-50	Europe	IT20FM_N088
Automotive	Special Situations and companies who need Turnaround in Automotive sector. Interested only in manufacturing companies	Purchase of Majority of shares	1	50	10 - 150	Europe	IT20FM_N072
Bearings	Bearings and technology distributors and industrial solutions providers with industrial niche products with international market potential. Business must be profitable	Purchase of Majority of shares	0	50	1 - 100	Any country in Europe	IT20_NAJ01

# Business Want to buy

Investment type	Investment Focus	Transaction Type	Min Investment Value (mio€)	Max Investment Value (mio€)	Sales - Yearly Turnover range (mio€)	Country Focus	ICT Advisory Division code
Bearings	Miniature and/or ceramic bearings distributor or manufacturer, with strong specialization in niche products. Also companies working in bearings repair and in technical ceramic components may be taken in consideration.	Purchase of Majority of shares	0	4	1 - 5	Worldwide, with focus to Europe and America	IT20_NBB01
Bearings	Sliding or Rolling Bearings manufacturing plant, both profitable and in need of Turnaround. Also distributors specialized in sliding bearings are of interest	Purchase of Majority of shares	N.A.	N.A.	0 - 10	Europe - South America - USA - India	IT20_Z
Bearings	Power Transmission distributors: profitable business, special situations and companies who need Turnaround	Purchase of Majority of shares	N.A.	N.A.	20 - 200	Europe	IT20_ZA
Bearings Mechanical Engineering	Bearings and technology distributors and industrial solutions providers with industrial niche products with international market potential. Business must be profitable	Purchase of Majority of shares	0	50	1 - 100	Any country in Europe	IT20_NAJI01
Bearings Mechanical Engineering	Miniature and/or ceramic bearings distributor or manufacturer, with strong specialization in niche products. Also companies working in bearings repair and in technical ceramic components may be taken in consideration.	Purchase of Majority of shares	0	4	1 - 5	Worldwide, with focus to Europe and America	IT20_NBB01

## *Business Want to buy*

Investment type	Investment Focus	Transaction Type	Min Investment Value (mio€)	Max Investment Value (mio€)	Sales - Yearly Turnover range (mio€)	Country Focus	ICT Advisory Division code
Bearings Mechanical Engineering	Sliding or Rolling Bearings manufacturing plant, both profitable and in need of Turnaround. Also distributors specialized in sliding bearings are of interest	Purchase of Majority of shares	N.A.	N.A.	0 - 10	Europe - South America - USA - India	IT20_Z
Bearings Mechanical Engineering	Power Transmission distributors: profitable business, special situations and companies who need Turnaround	Purchase of Majority of shares	N.A.	N.A.	20 - 200	Europe	IT20_ZA
Electronics; Mechanical Engineering	Special Situations and companies who need Turnaround in Electronics and Mechanical Engineering sectors	Purchase of Majority of shares	1	7	5-50	Europe	IT20FM_N088
Logistic	Transport, logistic, forwarder, packaging	Purchase of Majority of shares	N.A.	N.A.	10-20 MIO €	Italia	21-TRA-WB
Mechanical	Labor for assembly, product packaging, tumbling and quality control of products at a metrological and visual level.	Looking for small Company to buy of shares	N.A.	N.A.	N.A.	Italia	IT-21-MEC-WB
Medical	Special solutions and companies who need Turnaround in medical sector. Interest only to Manufacturing companies	Purchase of Majority of shares	1	50	10 - 150	Europe	IT20FM_N072
Petrolchemicals	Technological plant design for petrolchemicals industry	Purchase of Majority of shares	N.A.	N.A.	1-5 MIO €	Italia	21-TEC-WB
Various	Company to be restructured	Purchase of Majority of shares	N.A.	N.A.	1-3 MIO€	Italia	21-FIN-WB

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