



Portail d'affaires

Production de Pièces de Micro Décolletage à très haute valeur ajoutée

Annonce V65120 mise à jour le 18/07/2022

Description générale

Désignation de l'actif

Type d'actif	SAS
Localisation	Haute-Savoie

Description du sas à vendre

Since its inception in 1956, the company leverages its Watch Industry DNA for the production of highly complex micro parts mainly addressing the Electrical Connectors Market

Unique know-how and capabilities ranging from Co-design to Manufacturing processes and tooling mean CBFQ has unparalleled value-add for its customers

Proven track record of international growth (80%+ export) with presence on three continents (Europe, North America)

Lean organisation (42 FTEs), in turn enabling the company to have sustained a strong culture of innovation and quality (close to 200 Million parts ranging 0,2 - 7,0mm in diameter manufactured each year)

Attractive financial profile – the company has a strong history of profitable growth: 10% 2017-21E Revenue CAGR on 45%+ EBITDA margin

The company is composed of two entities (France & USA) sold simultaneously

Éléments chiffrés

Année de référence	2021
Fonds propres	23 400 k€
Dettes financières	0 k€
Trésorerie nette	14 000 k€

En k€/année	2019	2020	2021	2022
CA		9 500	11 500	12 500
Marge brute		8 000	9 500	10 500
EBE		4 000	5 500	6 000
Rés. Exp.		3 400	5 000	5 500

En k€/année	2019	2020	2021	2022
Rés. Net		2 600	4 200	4 250
Salariés		41	41	42

Indications concernant les éléments chiffrés

EBE, REX RNET are before Management Fees

Positionnement concurrence

Positionnement par rapport au marché

Leading Position in EU and USA in micro machine of high technical added value Electrical connector components.

Unique global position on one specific connection technology.

Concurrence

Competitors are active in higher quantity, lower mix, lower complexity

Points forts

Strong market position

Long term relationship with customers (over 50 years)

Has consolidated the market in its segment

Key Company product attributes include:

High quality and reliability credentials

Resilience in the most severe environments

High number of connection resistance

One of the few global leaders with the ability to deliver a full range of micro-components including connecting pins, cases, housings, positioning and coding pins, micro bolts, nuts and screws. CBFQ has a unique global position on the Hyperboloid Connection Technology

Parts size range from diameter 0,2mm to 7,0mm by using highly productive, single operation Turning Technology

The variety of machinery permit to produce batches from mid 10 000's to 1 000 000's

Company has also recently expanded into smaller batches (100's to 1000's) and bigger parts presenting technical similarities, where the company have started to develop co-engineering with its customers

Excellence in Production

Very modern and well maintained machine park

situated at the Heart of Technic Valley (vallée de l'Arve)

Infos sur la cession

A propos de la cession de cette actif

Raison principale de cession	Départ à la retraite
Prix de cession	Le vendeur n'a pas souhaité préciser le prix de cession.

Profil d'acheteur recherché

Profil recherché	Personne physique ou morale
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