

Manufacturer of Precision Woodworking Machinery - TEASER

Case Number: SBS0199

INTRODUCTION

This transaction offers a rare opportunity to acquire a well-established Danish manufacturer of specialised woodworking machinery with an international brand and long operating history. The company develops and produces a range of specialised precision cutting, drilling and assembly machinery. Its products are used by professional customers worldwide and are known for precision, reliability and long service life.

Sales are handled through an international network of approximately 160 dealers covering Europe, North America, Asia, Africa and Latin America. This network supports continued sales in established markets and provides access to underdeveloped regions with growth potential.

Production is carried out in Denmark at two sites. One facility focuses on the production of standard machines with efficient workflows, while the other produces specialised and customised equipment in smaller series. This setup allows the company to meet a wide range of customer requirements while maintaining control of the production process.

The owner is open to selling the entire shareholding or entering into a phased agreement that may include partial ownership during a transition period. The seller is willing to remain in the company for an agreed period in a sales-focused role to support continuity and ensure a smooth handover of customer and dealer relationships.

 Long-term relationships with dealers and distributors in multiple regions.

 More than 100 years of continuous operation and brand history.

 Opportunities for geographic expansion in underdeveloped markets, especially Africa and Latin America.

MARKET

The company operates within the specialised precision machinery, focusing on niche segments where quality, precision and durability are valued over low-cost or automate alternatives. Its products serve professional customers in both industrial and craft-based business in the wood and interior segments.

The current core markets have shown consistent demand and continue to generate repeat business from long-standing customer relationships. Emerging markets offer significant opportunities, particularly in parts of Africa and Latin America, where the company's product range is well suited to conditions with limited or unstable infrastructure. The large global customer base also supports a profitable aftermarket for spare parts, maintenance and related services.

ACQUISITION RATIONALE

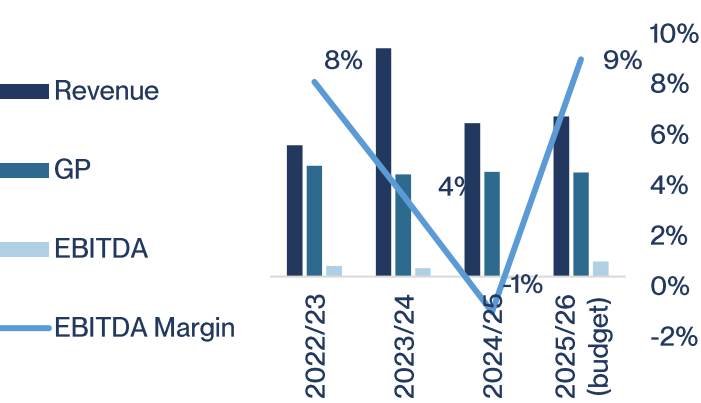
This is a solid opportunity for a buyer looking to take over a well-run production setup with a long-standing brand. The structure is simple and manageable: two production sites, experienced staff and a functioning dealer setup.

For a strategic buyer, the company offers immediate relevance. The product line fits naturally with businesses operating in woodworking, light machinery or related equipment - whether as a complementary offering or a platform for entering new customer segments.

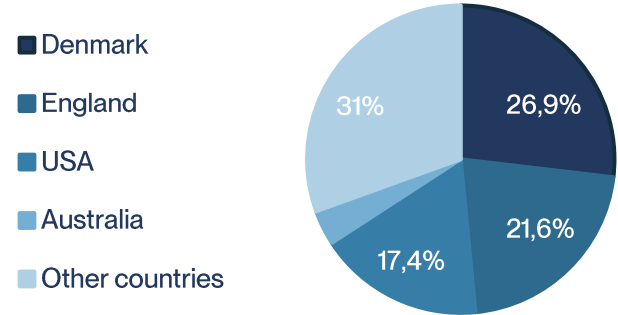
Growth opportunities include better activation of underutilised markets through new or existing dealers, more consistent aftermarket engagement (e.g. spare parts and servicing), and targeted sales initiatives.

For buyers with existing operations in production, machinery sales or technical service, clear synergies exist in areas like purchasing, distribution, logistics or brand positioning. Add to that a respected product name and a loyal customer base, and this becomes a low-risk acquisition with real strategic upside.

KEY FIGURES



REVENUE COMPOSITION



Disclaimer

The present teaser has been prepared by Virksomhedsbørsen A/S following discussions with the company's owner, information from the company's accounts, and publicly available information.

Further information or sharing of the complete prospectus requires the signing of a non-disclosure agreement (NDA).

For interest in receiving the complete prospectus or for further inquiries regarding the matter, please contact **Peter Hald** at peter.hald@m-plus-a.com or +45 26 11 07 97.

