

# Danish B2B Machine Builder to Regulated Industries - TEASER

Case Number: VBS0846

## INTRODUCTION

A well-established Danish machine builder is now offered for acquisition in connection with a planned generational handover. The company specialises in the design and construction of tailor-made machinery for industrial clients operating in highly regulated sectors such as medical, pharmaceuticals and plastics. With over four decades of experience and more than 1,000 custom systems delivered, the company holds a solid position in niche markets that demand precision, reliability and documentation.

The business places strong emphasis on innovation, quality and technical finish – developed in close collaboration with its customers. Machines are designed from scratch and are built using a mix of tested standard components and engineered parts tailored to each application. While engineering, integration and testing are handled in-house, component manufacturing is outsourced to a network of carefully selected suppliers. This setup enables scalability and provides the flexibility to quickly respond to changing market needs.

The company is offered as a 100% share deal. The transaction may include the operating facilities by separate agreement. The seller is open to remaining in the company for a defined transition period to ensure continuity, knowledge transfer and preservation of customer relationships and technical processes.



Strong position in the MedTech, serving international clients, based on decades of specialised experience.



The machines are tailored for compliance-heavy industries with strict requirements for documentation, reliability and hygiene.



The business has no dedicated sales or service department, making commercial expansion and recurring revenue two clear growth levers.

## MARKET

The company primarily serves the MedTech industry, but its expertise and solutions are also widely applied by leading manufacturing companies across different industries. These industries are characterised by low volatility, strict regulation and a continuous need for innovation. They continue to demonstrate stable growth and long-term investment activity, as production lines must be regularly adapted to meet new product specifications and tighter process requirements. In addition, the market is largely unaffected by economic cycles, making it a highly stable and predictable environment.

There is a growing global demand for smarter, customised production equipment – especially in markets where traceability, hygiene and documentation are critical. The company's ability to deliver tailor-made CE-marked systems with full documentation places it in a favourable position relative to generalist automation providers.

The client base includes internationally recognised names, where long-standing relationships are maintained through consistent quality, delivery performance and a deep understanding of customer processes.

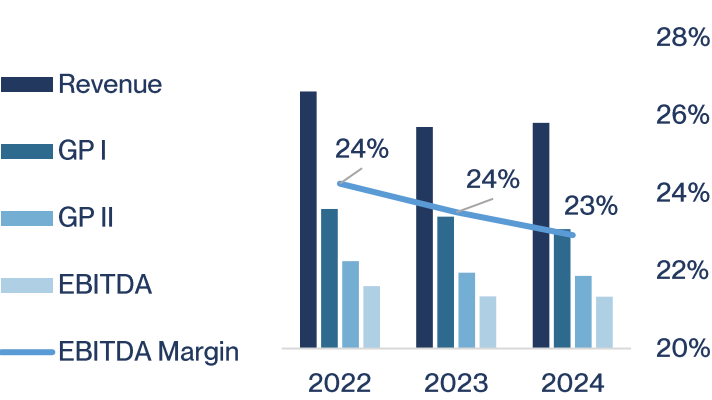
## ACQUISITION RATIONALE

The company has a scalable setup with core competencies kept in-house and component production outsourced to trusted suppliers. This model allows a new owner to grow the business without large capital investments.

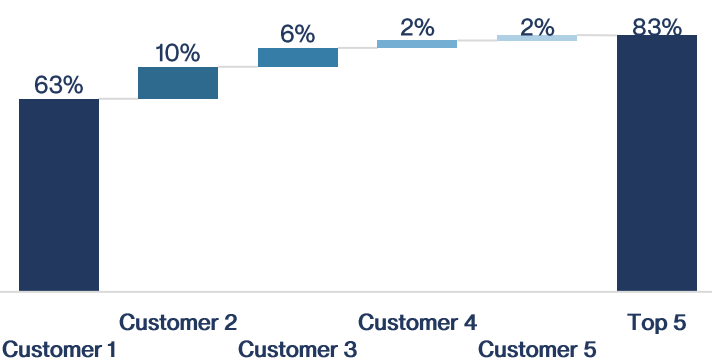
No dedicated sales or service organisation is currently in place, which leaves clear potential for a new owner to expand commercial outreach and build recurring revenue streams. Moreover, the strong customer relationships, offer a valuable platform for cross-selling, account development and stability.

The business is suited for a technically skilled buyer who wants to take an active role in operations, or for an industrial player looking to expand through specialised know-how, customer access or project capabilities.

## KEY FIGURES



## TOP 5-CUSTOMERS



## 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](mailto:peter.hald@m-plus-a.com) or +45 26 11 07 97.

