

Specialised Food Process Technology Company with Patent-Protected Core Equipment- TEASER

Case Number: VBS0856

INTRODUCTION

At the centre of this acquisition opportunity is a patent-protected technology that enables industrial food producers to create more value from their raw materials. The core machine transforms lower-value raw materials and side streams into structured products with improved texture and commercial potential. This strengthens input economics and enables new, higher-value product formats. As the customer benefit is direct and easy to demonstrate, the technology represents a natural add-on to an established equipment portfolio and can be commercialised through existing customer relationships and sales channels.

The core technology is supported by a broader proprietary portfolio of process equipment and integrated production solutions. The company combines equipment technology and engineering expertise into tailored process solutions based on each customer's raw materials, recipes, production flow and desired output. It can therefore support both individual processing steps and integrated production lines.

The company is offered for acquisition as part of a planned generational succession. The current owners will support an agreed transition, ensuring the transfer of technical knowledge, project experience and customer relationships.



The solutions are developed by professionals with decades of practical industry experience, embedding requirements relating to installation, capacity, hygiene, reliability, maintenance and service into the design.



Critical commercial and technical expertise is retained in-house, while established subcontractors manufacture the components, providing flexible production capacity without requiring a large fixed production organisation.



Direct sales, industry agents, trade fairs and digital channels provide an established international commercial base that a buyer can expand.

MARKET

The company operates in the market for specialised process equipment for industrial food production. The current commercial foundation is within a specialised animal food segment, which represents a large international market with significant potential for further expansion. Producers in this segment are continuously looking for equipment that can strengthen production performance and support more attractive product formats. In parallel, the company has a clear opportunity in selected human food applications, where the same core know-how can be used to create higher-value products from existing raw materials and side streams. This gives the company broader strategic relevance beyond its current main market.

Together, animal food and human food represent two attractive growth tracks. Animal food provides a validated and scalable market opportunity, while human food offers additional upside for a buyer with the sales reach, production capacity or industry platform to accelerate international market penetration.

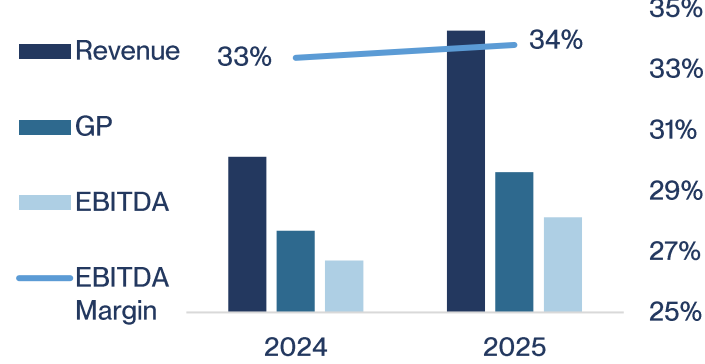
ACQUISITION RATIONALE

Ownership of the IPR gives an acquirer control of a commercially validated, patent-protected processing solution with a clear and demonstrable customer proposition.

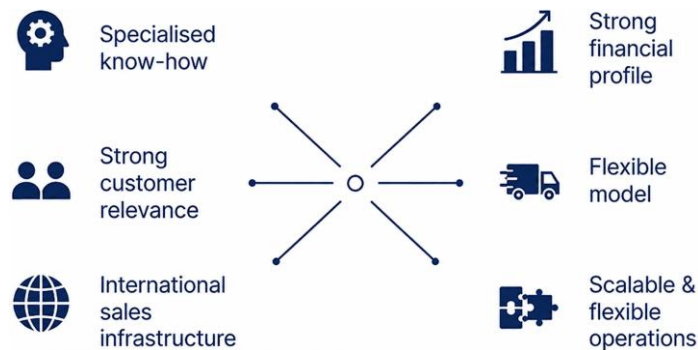
For a process-technology company, the machine can be integrated directly into an existing portfolio and commercialised through current customer relationships, sales channels and service infrastructure. This provides differentiated technology without the time, cost and risk of developing a comparable solution internally.

The value-creation potential lies in commercialising the core technology through existing customer relationships and sales channels, while further development can extend its relevance across additional applications and food segments. The acquisition therefore combines an immediately marketable portfolio addition with protected know-how and clear international scaling potential.

KEY FIGURES



VALUE DRIVERS



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 **Michael Mortensen** at michael.mortensen@m-plus-a.com or +45 44 12 15 55.

