

# Specialised Food Process Equipment Company with Documented Growth Potential - TEASER

Case Number: VBS0856

## INTRODUCTION

A specialised Danish technology company within advanced process equipment for industrial food production is offered for acquisition. The company has developed its own process solutions and has moved from a development-led phase into a commercially validated business with significant revenue, a positive cash flow profile and strong technical credibility.

The company offers key process equipment for product structuring, heat treatment, extrusion, cutting, drying, internal transport and automated handling. Its equipment is typically delivered as part of larger turnkey solutions, where proprietary core machines are combined with transport systems and selected third-party components to match the customer's production setup.

The company's competitive strength is based on differentiated technology, strong technical know-how, high design and quality standards, hygienic execution, intelligent control solutions and plug-and-play delivery. The organisation is lean and specialised, with the most value-critical functions kept close to the business, while production and selected specialist tasks are handled through experienced subcontractors, consultants and technical partners.

The opportunity is offered as a sale of 100% of the share capital. The sellers are prepared to support a buyer during an agreed transition period to ensure continuity and knowledge transfer.



Significant revenue, strong earnings and a positive cash flow profile have already been demonstrated.



The company offers access to a significant international growth opportunity within specialised food production technology.



Experienced key employees provide strong technical, commercial and operational know-how.

## 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 rest streams. This gives the company broader strategic relevance beyond its current main market.

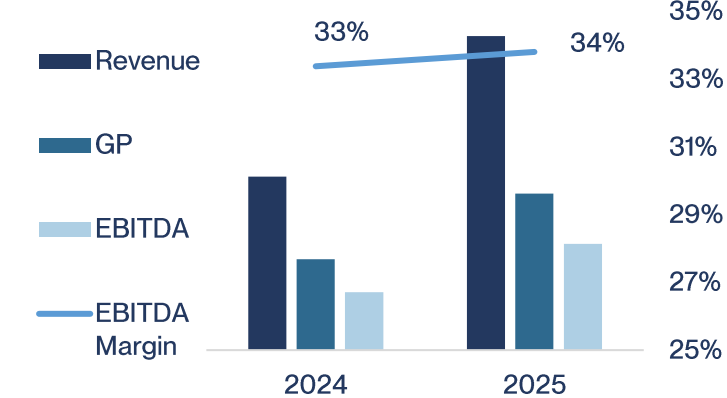
Together, animal food and human food represent two attractive growth tracks. Animal food provides a validated and scalable market opportunity, while human food offers additional upside for a buyer with the sales reach, production capacity or industry platform to accelerate international market penetration.

## ACQUISITION RATIONALE

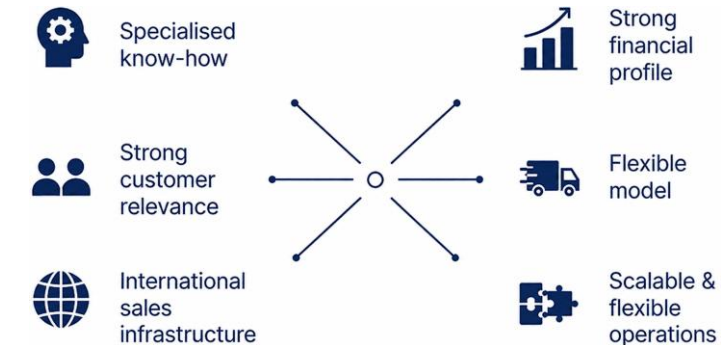
The acquisition opportunity is attractive because the company combines proven technology, strong commercial traction and significant unrealised market potential. The platform has already demonstrated its value in a specialised animal food segment, while the market has only been cultivated to a limited extent.

A buyer gains access to a documented platform where customer value, technical know-how, revenue generation and a positive cash flow profile are already in place. The case is therefore not about building the business from scratch, but about scaling a proven platform with clear demand. The next value creation phase can be driven by stronger sales, international reach, increased capacity, service, aftersales and a more scalable organisation. This makes the company a strong add-on opportunity for a strategic buyer with commercial strength and industrial infrastructure.

## 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](mailto:michael.mortensen@m-plus-a.com) or **+45 44 12 15 55**.

