

Custom Furniture Manufacturer



MERGERSCORP

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Founded in 2012, this company operates in the custom furniture manufacturing sector, catering to both residential and commercial markets. Known for its high-quality standards and innovative design, the company stands out with a diverse range of furniture made from MDF, particleboard, solid wood, and veneer, all tailored to custom project specifications. Operations include in-house production at a modern facility as well as direct customer presentations through a strategically located showroom in a prestigious commercial center in Bucharest. The business for sale is fully operational, holding all current permits and licenses required.

Products and Services

Amongst the products and services offered by this business for sale, we hereby mention: Residential Furniture: Custom-made kitchens, bedrooms, living rooms, and bathrooms, crafted from high-quality materials, with an emphasis on durability and aesthetics. Commercial Furniture: Custom furniture solutions for offices, retail spaces, hotels, and restaurants, tailored to the specific requirements of each space and client. Consultation and Design: The design team provides customized services for each project, from material selection to integrating design details. Assembly and Technical Support: Professional assembly by qualified teams, with post-sale support to ensure product longevity.

Operations

Production activities take place in a modern facility fully equipped with wood-processing machinery and finishing equipment. Production is supported by a team of experienced specialists, with operational efficiency reflected in a net profit margin of approximately 26% and a gross margin of around 55%, anticipated to grow by 10% for the current year. Collaborations with corporate clients and contracts with retail chains ensure a stable revenue flow. Furthermore, the business' for sale reputation and industry recommendations underscore client trust and credibility in its products and services.

Tangible and intangible assets

The company holds an extensive portfolio of tangible and intangible assets, ensuring operational continuity and long-term growth, representing a solid foundation for an investor interested in a turnkey business. Tangible assets: A 4,085 sq. m. plot, housing two industrial halls built in 2014 and 2024, with a total area of 1,100 sq. m. and 450 sq. m. These halls include production areas, a painting workshop, offices, and storage spaces, all fully equipped and functional. Equipped with photovoltaic panels, which contribute to reducing operational costs. Accessible from the main road, with dedicated driveways, 16 parking spaces, and 898 sq. m. of green space. Modern processing equipment and machinery purchased between 2021-2022. Intangible assets: A solid reputation in the custom furniture market, built through trusted partnerships with top suppliers and real estate developers. Long-standing relationships with suppliers and clients, along with a diversified project portfolio, which adds long-term value for this turnkey business.

Market and development potential

TARGET PRICE

EUR 4,909,000

GROSS REVENUE

EUR 1,529,051

EBITDA

EUR 531,104

BUSINESS TYPE

Manufacturing

REAL ESTATE

1600000

COUNTRY

Romania

BUSINESS ID

L#20261010

The company operates in a growing market, with demand for custom furniture on the rise. Quality Romanian furniture is increasingly valued in European markets, offering the company ample expansion opportunities. Strategic partnerships, online sales, and digital promotion can attract new customer segments for this business for sale.

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