

# Project: Swiss Carbide Manufacturer

## Company for sale

### KEY FACTS

<b>Headquarter:</b>	Switzerland (German-speaking part)	<b>Employees:</b>	80-100
<b>Legal form:</b>	Aktiengesellschaft (AG)	<b>Sales 2019:</b>	CHF 19,87m
<b>Profile:</b>	Manufacturing of cemented (sintered) carbide blanks and hard metal tools	<b>EBITDA 2019:</b>	CHF 1,2m
		<b>Offering:</b>	100% of equity

### COMPANY OVERVIEW

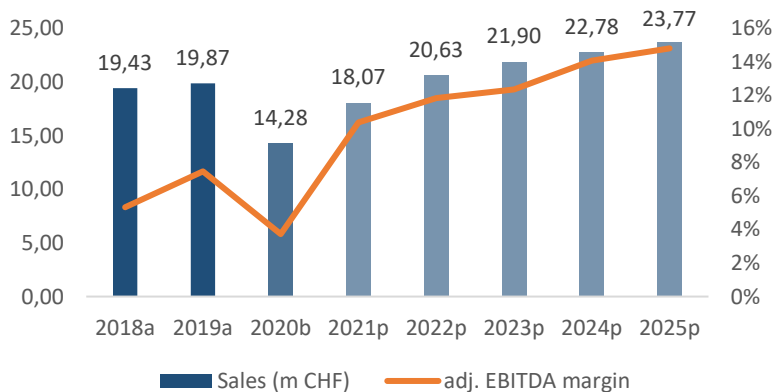
#### CARBIDE MANUFACTURING

The fabrication of cemented carbides is a special, high-tech process in powder metallurgy. During this process, the components tungsten carbide as the hard material and cobalt or nickel as the binding agent are not combined by melting but pressed as a powder and sintered at high temperatures and pressures (sinter HIP process).

#### MARKETS

Customers come from various markets such as automotive, aeronautics, mechanical engineering, packaging industry, plastic processing, communication, electronics, medical technology, food processing and chemical industry.

#### FINANCIALS







#### KEY KNOW-HOW

The internationally operating company, headquartered in Switzerland, is a well-known player in the metal industry and manufactures cemented carbide blanks and hard metal tools. The cemented carbide grades are used in punching, die-cutting, forming and pressing tools, such as slide rings, nozzles, bushings, guides, cutting and machining tools, for wear protection, and in special tools. Key competencies of the company comprises:

- ✓ Special shapes
- ✓ Rods
- ✓ Direct pressed parts
- ✓ Rondles
- ✓ Carbide RTP mixes

The manufacturing of precisely designed directly pressed parts in large series and complex special forms, already shaped in the green state according to customer drawings and within strict tolerances, are specialties of the Swiss carbide manufacturer.

### INVESTMENT HIGHLIGHTS

-  **R&D:** A modern research and development laboratory is ensuring the perfect quality of the produced carbide grades and enables the development and production of novel carbides.
-  **Expansion potential:** The capacities of current machinery are underutilized, which brings great potential for further expansion.
-  **Long-term assets:** The company is technically state-of-the-art and has invested continuously in the latest machine technology over the years. Top quality is produced for discerning customers.
-  **Growth story:** The company is facing an increasing demand for its high-quality products, which is reflected by the constant growth until 2019: Sales CAGR 2016-2019 = 10%; EBITDA CAGR 2016-2019 = 9%

### CONTACT

NBB M&A Advisors Austria & Liechtenstein (nbbadvisors.com), headquartered in 9494 Schaan, Liechtenstein, has been exclusively mandated by the owners of the company to organize and accompany the sale of the business.

If you are interested in this acquisition opportunity, please contact the following advisors:



**Mag. Michael M. Stift, MBA, aIM**  
 Partner | Managing Director  
 +423 792 1444  
 michael.stift@nbbadvisors.com



**Simon Fabsits, MSc**  
 M&A Consultant  
 +43 664 75012983  
 simon.fabsits@nbbadvisors.com