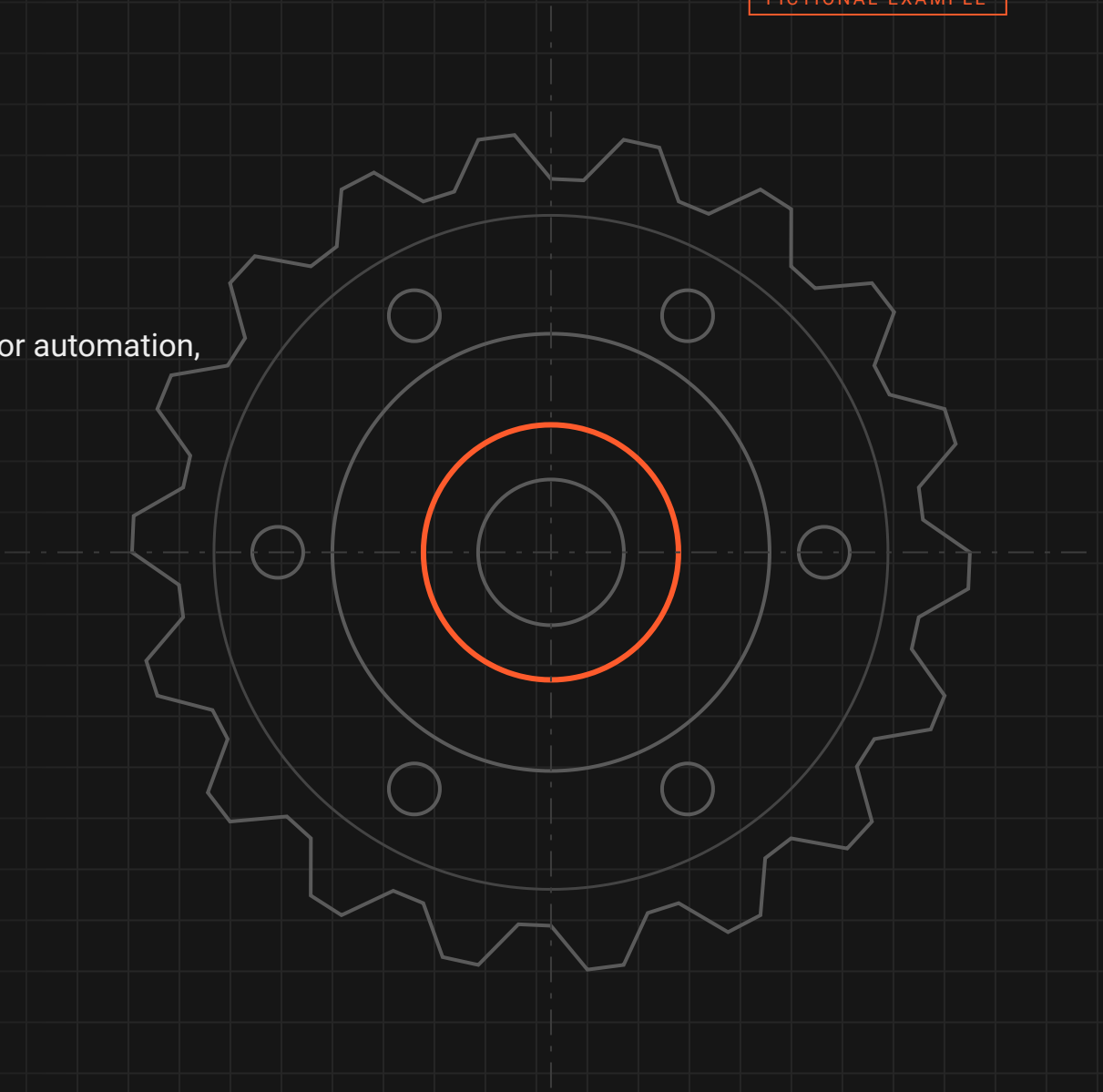
FICTIONAL EXAMPLE

INVESTMENT OPPORTUNITY · TEASER

Project Orion

Italian manufacturer of precision mechanical components for automation, energy and agricultural machinery

November 2026 · Strictly confidential



MINERVA CORPORATE FINANCE | Advisor to the transaction

Company profile

The company

A family-owned company in Northern Italy that has been machining mechanical components to customer drawings for more than thirty years. It makes shafts, flanges, gears and small assemblies in steel and special alloys, in small and medium batches, to tight tolerances.

The company owns its plant, which houses recently upgraded CNC machinery and a quality control department with a metrology room.

EUR 20-25 m
Revenue

16-19%
EBITDA margin

> 30 years
In business

≈ 60%
Revenue from abroad

Revenue and margin: ranges refer to financial years 2024-2026E.

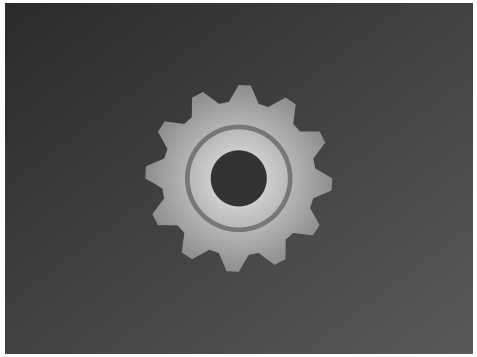
From drawing to delivery

Review of customer drawings → **CNC machining** → Treatment and finishing → Quality control → Shipping

Key data

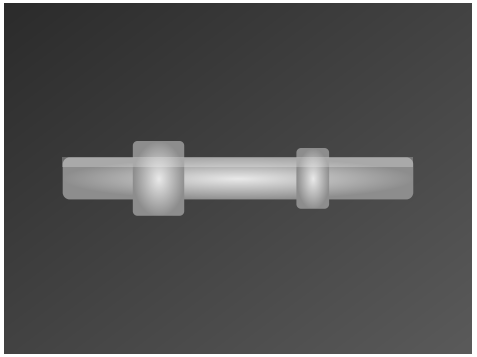
100-130	**> 150**	**< 15%**	**Low**	**Quality and environment**
Employees	Active customers	Largest customer, share of revenue	Net debt	Certifications

Products and production capacity



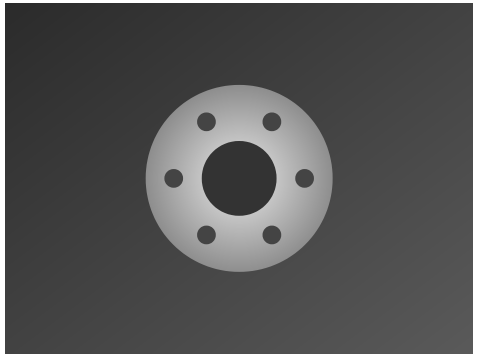
Gears

for gearboxes and transmissions



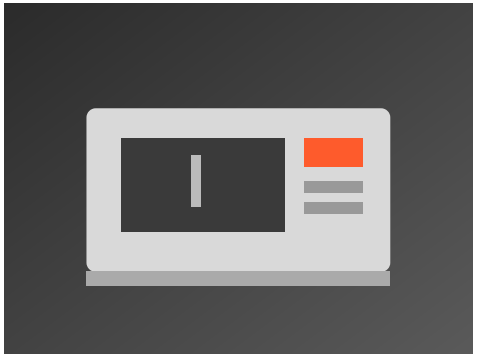
Shafts and axles

precision turning and grinding



Flanges and hubs

for energy and hydraulics



Machinery

5-axis machining centres

Illustrative images.

Sectors served

Industrial automation, energy and agricultural machinery.

Strengths

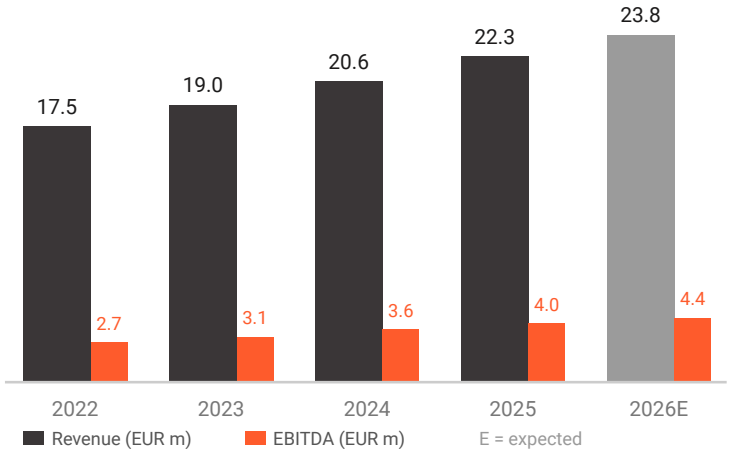
Precision on small batches, short lead times, long-standing relationships with European customers.

Recent investments

New machining centres, automated part loading and a larger metrology room.

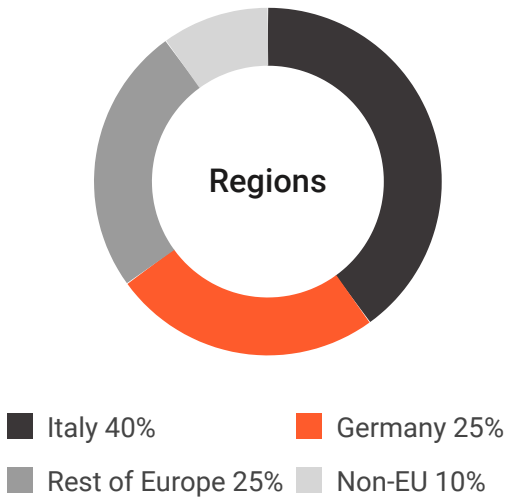
Financial performance and markets

Revenue and EBITDA

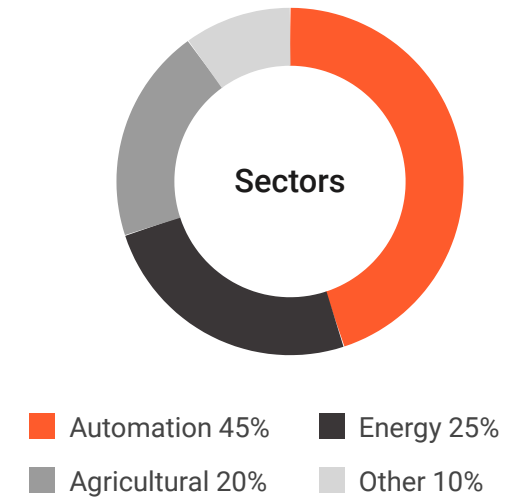


Indicative, rounded figures in EUR million.

Revenue by region



Revenue by sector



The market

The market for precision mechanical components is fragmented into many small firms: companies with scale, certifications and the capacity to invest are well placed to grow, including through acquisitions.

Outlook

The plan focuses on new customers abroad, on higher value-added machining and on integrating smaller companies from the same supply chain.

The transaction and the process

The transaction

The shareholders are considering the sale of a majority stake to an industrial or financial partner. They are willing to keep a minority stake and to stay on for a handover period.

The ideal partner

Industrial groups from the same supply chain or private equity funds with a growth project, including through acquisitions, in precision engineering.

The steps of the process



NDA	Info memo	Offers	Due diligence	Offers	Signing
confidentiality	full information	non-binding	data room	binding	and closing

Indicative sequence: steps and timing vary from one transaction to another.

Interested parties may ask the advisor for the confidentiality agreement. All contact with the company, its shareholders, employees, customers or suppliers takes place **exclusively through the advisor**.

How to read this example

This teaser is a fictional example created for teaching purposes: the company, figures, images and charts do not correspond to any real transaction.

The rules of a good teaser

- No company name, logo or recognisable photos.
- Rounded figures or ranges: enough to assess the opportunity, without making the company identifiable.
- The sector described without pointing to a single possible company.
- One point of contact: the advisor.
- A few pages: it should spark interest, not explain everything. The rest comes with the information memorandum, after the confidentiality agreement.

LET'S TALK

Are you thinking of selling your company or bringing in an investor?

Minerva Corporate Finance advises business owners and private equity funds on M&A transactions, with more than 50 completed since 2020. A first meeting with the partners helps you understand timing, value and the best route.

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