

«Medical Devices»

Independent Consultation & Sale of Hearing Aids – Single Point of Contact

Funding of Acquisitions – Buy & Build Strategy



Volume: CHF 1 – 6 Mio.

Loans: 5 years fixed;

Interest: 2.5% p.a.

Interest payment: quarterly

Equity interest: optionally available

Offer	<p>Established, brand-independent acoustics group in Switzerland</p>	<p>Our client, a small but recognized investment company with operationally successful acousticians' shops in Switzerland, has five shops and - despite Corona-Lockdown - is generating sales of CHF 2 million in the current financial year, with an EBITDA of 8%.</p> <p>To finance upcoming, promising acquisitions, it is seeking additional funds of CHF 1 - 6 million, with the option of sub-amounts.</p>
Opportunities	<ol style="list-style-type: none"> Refinancing of existing loans CHF 1 Mio. Integration and restructuring a group of 10+ shops CHF 1 Mio. Succession at acoustics shops CHF 4-4.5 Mio. 	<p>The client wishes to reduce or replace an existing financing and is looking for a longer-term, bank-independent refinancing to a suitable extent.</p> <p>Due to strategic decisions of the owners of an international hearing aid manufacturer, the client was offered to take over 10+ specialty stores at short notice. Sales amount to CHF 4 million; EBIT including overhead costs of the group negative; restructuring costs max. CHF 1 million, positive EBIT within 12 months.</p> <p>An entrepreneur with several extremely prosperous stores is looking for a succession solution outside the large global groups. Financing volume CHF 4 - 4.5 million</p>
Strategy	<p>With proven «Best-Practice» continue growing «Buy & Build»</p> <p>Redemption / Repayment as of 2025</p>	<p>A well-rehearsed team on the part of the client, with well over 30 years of experience in the distribution and sale of hearing aids in the German-speaking part of Switzerland, has built up the skills, infrastructure and market relations over the years to multiply the successfully operated system according to "best practice" methods without much additional effort.</p> <p>The aim is to build up the largest manufacturer-independent group with more than 30 shops and more than 40'000 active customers by 2025 and then elaborate for the next steps in the market.</p>
Options	<p>Investment as risk-bearing Equity investor / Shareholder</p>	<p>The client has an experienced, interdisciplinary management team and a well-established, success-oriented team of employees as well as a tried and tested, state-of-the-art infrastructure.</p> <p>If an investor would prefer not to invest as a lender but as an equity investor and risk carrier and would favor to be actively involved, the client is basically open to evaluate.</p>

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