

## **MAJORITY STAKE SALE**

### **BUSINESS RECAPITALIZATION - TURKEY**

### **ELEVATOR AND ESCALATOR COMPANY**

With over 30 years of experience and 17,000+ units delivered across 42 countries, they are a proven operator and vertically integrated elevator and escalator manufacturer based in Turkey. Their 25,000 m<sup>2</sup> factory delivers distinct cost and speed advantages, enabling full control over design, manufacturing, installation, and maintenance. They have strong references in metro, airport, hospital, and infrastructure projects, supported by deep public sector relationships and robust private sector partnerships.

Their asset-light installation model is anchored by a long-term service tail, with maintenance and spare parts forming a resilient recurring revenue engine. High renewal rates and strategically located regional service hubs drive strong customer retention and fast response times. This turnkey mobility platform is highly scalable and offers meaningful synergies across supply chain, software, and route-to-market, positioning the company for regional leadership.

## **REASON FOR SALE**

The shareholder of the company is seeking a partnership with a strategic investor who can contribute to its future growth plans in order to expand its business activities in the local and international elevator and escalator industry.

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### ELEVATOR AND ESCALATOR COMPANY

## POSITIONED FOR RAPID, SUSTAINABLE GROWTH

- Proven scale and global reach: €22.3M revenue in 2024, with 430+ employees and over 17,000 systems installed across 42 countries.
- Vertically integrated operations: 25,000 m<sup>2</sup> facility providing in-house design, production, and assembly, supporting quality control and margin protection.
- Recurring revenue engine: Maintenance and spare parts form a high-margin, contract-based revenue stream with strong cash flow visibility.
- Cost and FX advantage: Hard-currency revenues combined with a local-cost base support resilient margins and attractive unit economics.
- Strong growth trajectory: 23.4% revenue CAGR (2020–2025), underpinned by infrastructure investment, export growth, and modernization demand.
- Buy-and-build platform: Structurally prepared for M&A, with clear potential to scale across EU/MENA via targeted service and installer acquisitions.
- Broad product portfolio: Comprehensive range of elevators, escalators, platform lifts, and modernization solutions serving both new build and retrofit markets.
- R&D and innovation focus: Investment in AI-driven maintenance, IoT monitoring, energy efficiency, heavy-duty escalators, and solutions aligned with emerging regulations.
- Service strength: Fast response times, a large mobile team and fleet, and extensive service contracts underpin customer retention and lifetime value.
- Sustainability and compliance: ISO/TÜV certifications and active carbon-reduction initiatives support ESG mandates and institutional investor requirements.



Vancouver, Toronto, Victoria, and Kelowna

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