

Quadrant Patrimonial

Wealth advisory, business analysis and strategic consulting for investors and entrepreneurs seeking to make decisions with rigor, clarity and a long-term vision. Headquartered in Barcelona with international reach, we combine deep knowledge of the local market with a top-tier analytical methodology.



BARCELONA · SPAIN

WEALTH & BUSINESS CONSULTING

Who We Are

Quadrant Patrimonial S.L. (CIF B93820421) is a wealth and business consulting firm based in Barcelona, specializing in accompanying investors, entrepreneurs, and families in making high-impact strategic decisions. Our mission is to provide rigorous, independent, and actionable analysis that allows our clients to evaluate business opportunities with complete clarity before committing resources.

We were founded with the conviction that every investment decision must be grounded in solid data, not intuition. To that end, we have developed our own proprietary methodology that integrates financial analysis, operational evaluation, market research, and risk assessment into a single structured process. We work with clients of diverse profiles: from entrepreneurs looking to acquire an established business to international investors seeking to diversify their wealth in the Spanish market.

Our team is made up of professionals with experience in sectors such as hospitality, retail, professional services, light industry, and real estate. This breadth of knowledge allows us to approach each project with the technical depth it deserves, adapting our approach to the particularities of each sector and each transaction. We have firsthand knowledge of the challenges of the Spanish market and the expectations of international investors, positioning us as a reliable bridge between opportunity and informed decision-making.

Our Philosophy

We believe that the best advisory service is one that protects the client's wealth above all else. That is why our reports are always independent, objective, and action-oriented. We don't sell dreams; we deliver analysis.

Our Commitment

- Absolute confidentiality in every project
- Full independence from sellers and intermediaries
- Proven methodology adaptable to each sector
- Clear communication, free of unnecessary jargon
- Personalized follow-up throughout the entire process

Business Opportunity Analysis

When a client considers acquiring a business, the fundamental question is not just "how much does it cost?" but "what am I really buying?". At Quadrant Patrimonial, we answer that question with rigor. We conduct a comprehensive analysis of each opportunity our clients bring to us, evaluating its strategic suitability, historical performance, real profitability, and growth potential under different scenarios.

Our analysis process begins with an in-depth review of the business's financial and operational documentation: annual accounts, balance sheets, income statements, employment contracts, leases, licenses, and any other relevant documents. From there, we build a proprietary financial model that allows us to validate — or challenge — the figures presented by the seller, identifying necessary adjustments, extraordinary items, and hidden risks that could significantly affect the fair price of the transaction.

The result is a structured report that the client can use as a solid basis for negotiation, for making an informed decision, or, where appropriate, for discarding an opportunity that, at first glance, appeared attractive. Our work does not end with the delivery of the report: we accompany the client in interpreting the results and in defining the next steps.

Suitability Assessment

We analyze whether the business fits the investor profile, strategic objectives, and operational capacity of the client. Not every good business is the right business for every investor.

Real Profitability Analysis

We recalculate margins, EBITDA, and cash flows by adjusting non-recurring items, hidden costs, and expense structures that distort the financial picture of the business.

Risk Assessment

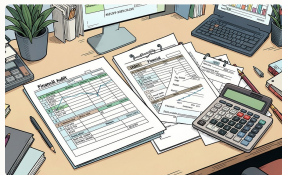
We identify and quantify the operational, legal, tax, and market risks that could compromise the viability of the business in the medium and long term.

Growth Potential

We project growth scenarios under different assumptions, identifying operational improvement levers and expansion opportunities that justify — or not — the acquisition price.

Our Services

At Quadrant Patrimonial, we offer an integrated catalogue of services covering all phases of the business evaluation and acquisition process. From the first feasibility analysis to post-acquisition follow-up, our team is prepared to accompany the client at every stage with the same level of rigor and professionalism. Each service can be contracted independently or as part of a comprehensive package tailored to the specific needs of each operation.



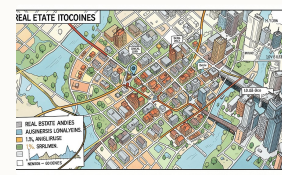
Financial Analysis & Due Diligence

Comprehensive review of the business's financial situation: balance sheets, income statements, cash flows, debt, assets and liabilities. We include account normalization, identification of adjustments and independent business valuation.



Strategic & Operational Consulting

Evaluation of the business model, operational structure, competitive position and improvement opportunities. We develop concrete action plans to maximize business value following the acquisition.



Market & Environment Study

Analysis of the local market, competition, regulatory environment and sector trends. We evaluate the location, customer base and customer acquisition potential in each market or establishment.

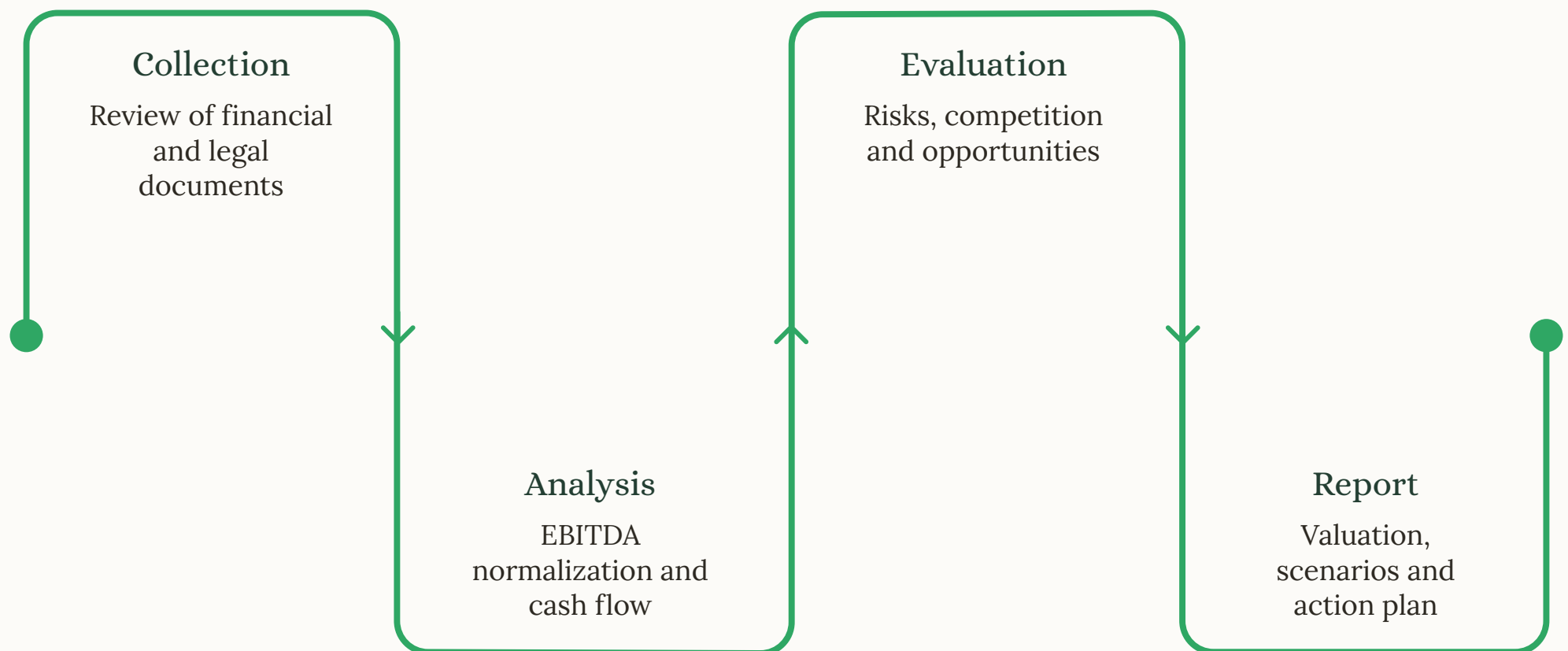


Legal & Tax Advisory

Review of contracts, licenses, tax obligations and corporate structure. We identify legal and tax contingencies that may affect the price or viability of the operation.

Analysis Methodology

Our methodology is designed to provide clients with a complete, structured, and actionable view of any business under evaluation. We do not simply collect data: we interpret it, cross-reference it, and convert it into clear conclusions that facilitate decision-making. The process is organized into four well-defined phases that ensure the thoroughness of the analysis without sacrificing agility in the delivery of results.



The first phase, **Data Collection and Document Review**, forms the foundation of the entire analysis. We request and review all available documentation for the business: annual accounts from the last three to five fiscal years, detailed balance sheets, income statements, accounting books, lease agreements, employment contracts, operating licenses, administrative permits, and any other relevant documents. At this stage, we also conduct interviews with the business owner or manager to understand its operational history, current challenges, and future prospects. The objective is to build a solid, verified information base upon which the rest of the analysis is grounded.

In the second phase, **Financial Analysis and Normalization**, we apply our account normalization methodology to calculate real and comparable financial indicators. We recalculate adjusted EBITDA by removing extraordinary items, non-recurring expenses, and owner-related costs that would not be maintained after the acquisition. We analyze the evolution of gross and net margins, the structure of fixed and variable costs, and operating cash flows. We build liquidity, leverage, and profitability ratios that allow us to compare the business against industry benchmarks and detect significant deviations.

The third phase, **Risk Assessment and Market Study**, combines internal analysis with external context. We identify and classify operational, legal, fiscal, and commercial risks, assigning each a probability of occurrence and a quantified potential impact. In parallel, we study the competitive landscape: we analyze the business's position relative to its direct and indirect competitors, assess sector trends in Barcelona and its metropolitan area, and evaluate the impact of factors such as seasonality, tourism trends, or regulatory changes that may affect the business activity.

The fourth and final phase, **Final Report and Strategic Recommendations**, synthesizes all findings into a structured document that includes the independent business valuation, financial projections under different scenarios (conservative, base, and optimistic), a detailed risk map with mitigation measures, and a concrete action plan for the first 90 days after acquisition. This report is the primary deliverable of our work and serves as the definitive decision-making tool for the client.

Analysis by Branch and Business Unit

One of the most complex —and often most overlooked— aspects in evaluating a business with multiple locations is the individual analysis of each branch or operational unit. A business may appear profitable as a whole while hiding loss-making branches that silently erode the overall margin. At Quadrant Patrimonial, we conduct a disaggregated analysis by location that allows the investor to understand exactly where value is created and where it is destroyed.

For each branch or point of sale, we independently evaluate its revenues, direct and indirect costs, contribution margin, staffing levels, strategic location, and improvement potential. This analysis makes it possible to identify which units are truly profitable, which are breaking even, and which are generating losses that are offset by the profits of other locations. This information is critical for negotiating the purchase price, planning post-acquisition integration, and, in some cases, deciding on the closure or restructuring of certain units.

Our branch-level report also includes a comparative evaluation across locations, identifying best practices that can be replicated and structural problems requiring immediate intervention. This level of granularity is especially valuable for investors acquiring businesses with multiple sites who need to prioritize their improvement efforts from day one.

Revenue by Branch

Detailed breakdown of turnover, average ticket size, and monthly evolution by location.

Direct Costs

Rent, staffing, supplies, and variable costs assigned specifically to each unit.

Contribution Margin

Calculation of the real margin for each branch after allocating all directly attributable costs.

Improvement Potential

Identification of specific growth levers for each location: opening hours, product mix, pricing, local marketing.

Sectors and Business Types We Analyze

Quadrant Patrimonial has proven experience in analyzing businesses across a wide variety of sectors. Our knowledge of the Barcelona and Spanish markets allows us to add value in evaluating opportunities in high-density commercial urban environments, tourist areas, and high-purchasing-power residential zones. Below, we present the main sectors in which we operate with the greatest analytical depth.



Hospitality and Restaurants

Restaurants, bars, cafés, boutique hotels, and fast food establishments. We analyze seasonality, average ticket size, table turnover, staffing costs, and tourism dependency.



Retail Commerce

Fashion stores, supermarkets, specialty shops, and franchises. We evaluate location, foot traffic, local competition, and customer loyalty.



Professional Services

Clinics, law firms, academies, wellness centers, and B2B service companies. We analyze the recurring client base, active contracts, and dependency on key individuals.



Industry and Distribution

Small and medium-sized industrial companies, distributors, and logistics operators. We evaluate the client portfolio, supply contracts, and installed production capacity.



Real Estate and Asset Management

Real estate agencies, rental agencies, property managers, and businesses linked to the real estate sector. We analyze the asset portfolio, management contracts, and recurring revenues.



Mobility and Transport

Workshops, dealerships, transport companies, and urban logistics. We evaluate the client base, maintenance contracts, and operating licenses.

Why Choose Quadrant Patrimonial

The business buying and selling market in Barcelona is dynamic and, at times, opaque. Sellers present their businesses in the best possible light, intermediaries seek to close deals quickly, and investors — especially those unfamiliar with the local market — face an information asymmetry that can prove very costly. Quadrant Patrimonial exists to correct that imbalance.

Our independence is our most valuable asset. We do not work for the seller, we do not work for the intermediary, and we have no incentive to close a deal at any price. We work exclusively for the client, and our sole objective is to ensure they make the right decision, based on accurate information and rigorous analysis. This independent position has allowed us to build a reputation of trust among national and international investors operating in the Barcelona market.

What Sets Us Apart

- Total independence: we do not charge success fees on transactions
- Deep knowledge of the Barcelona and Spanish market
- Proprietary methodology proven across dozens of transactions
- Multidisciplinary team with real sector experience
- Clear, visual, and actionable reports
- Guaranteed confidentiality on every project

The Value We Provide

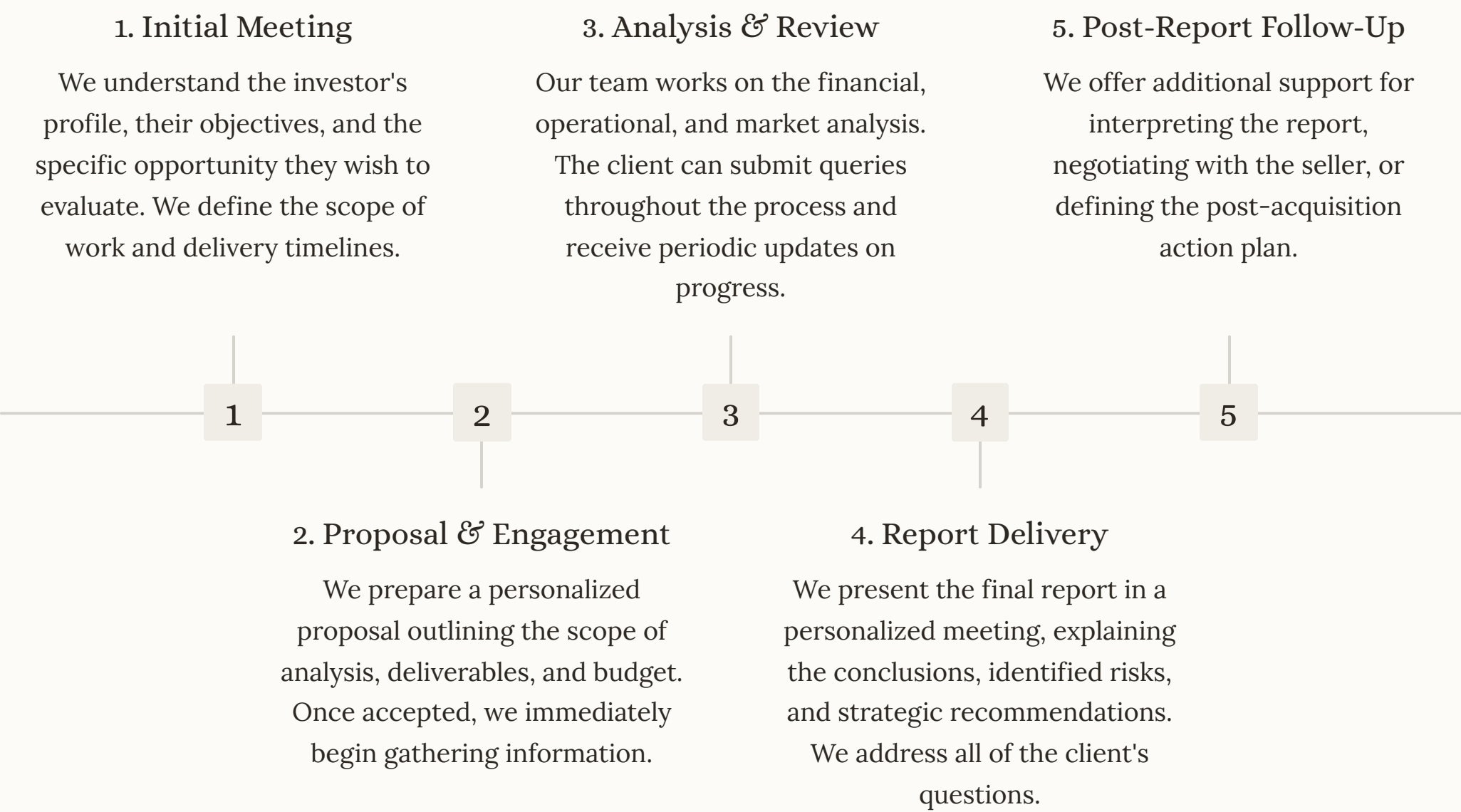
Our clients choose us because they know that, after a Quadrant Patrimonial analysis, they will have the certainty of making an informed decision. Whether it is to confirm that an opportunity is as good as it appears, to renegotiate the price with solid arguments, or to rule out a business that conceals hidden risks, our work protects the investor's assets.

We have participated in acquisition transactions across sectors as diverse as hospitality, retail, educational services, light industry, and real estate. Each project has allowed us to refine our methodology and expand our market knowledge, resulting in increasingly precise analyses and more accurate recommendations for our clients.

- ❏ Our report is not a generic document: it is tailored to each business, each sector, and each investor profile. We do not use standard templates; every analysis is unique.

Client Work Process

From the first contact to the delivery of the final report, our process is designed to be agile, transparent, and focused on the client's needs. We understand that evaluating a business opportunity often comes with tight deadlines, which is why we have optimized every phase to maximize efficiency without sacrificing the depth of analysis. Below, we describe the key stages of our collaboration.



The typical delivery timeframe for a complete report ranges between **10 and 20 business days**, depending on the complexity of the business, the availability of documentation, and the depth of analysis required. For urgent operations, we offer an express service with reduced timelines. In all cases, we guarantee the quality and rigor of the analysis regardless of the delivery deadline.

Contact & Next Step

If you are evaluating the acquisition of a business in Barcelona or anywhere else in Spain, and need an independent, rigorous, and actionable analysis, Quadrant Patrimonial is at your disposal. Our first step is always a conversation: we want to understand your situation, your objectives, and the specific opportunity you have in hand before proposing anything.

The initial consultation is free of charge and without obligation. During it, we will explain how we can help you, what type of analysis would be most appropriate for your case, and what the estimated timelines and costs would be. No pressure, no artificial urgency: just clear, professional information so you can make the best decision.



Call Us

We speak Spanish, English, and Catalan. We attend calls and video conferences with national and international clients.

[+34 689 480 178](tel:+34689480178)



Email Us

Send us an email briefly describing the opportunity you wish to evaluate. We will reply within 24 business hours.

quadrantpatrimonial@gmail.com

www.quadrantpatrimonial.com



Visit Us

Our offices are in Barcelona. We arrange in-person meetings for larger projects or when the complexity requires it.

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«The difference between a good investment and a costly mistake often lies in the quality of the prior analysis. At Quadrant Patrimonial, we make sure you have that analysis.»

Quadrant Patrimonial S.L. · CIF B93820421 · Barcelona, Spain · All analyses are confidential and customised for each client and each transaction.