



**Experienced “Entrepreneur Buy-In”
candidate with long-term horizon
looking for companies with clear
growth opportunities**

Anonymous acquisition profile



ENTREPRENEUR SEEKS BUSINESSES THAT ARE READY TO GROW TO THE NEXT STAGE

Introduction Entrepreneur Buy-In (“EBI”) candidate

The 40-year-old entrepreneur established his former company in his early twenties and built a leading business in the housing solutions market from the ground up. Following the recent sale of his former company, he is seeking new investment opportunities on which he can spend his time and energy and in which he can leverage his experience onto continuing and more importantly growing businesses. His focus is on building companies in an entrepreneurial spirit and not merely on gaining returns on his investments.

Investment considerations

The EBI candidate is primarily seeking companies engaged in production, commerce (procurement/sales), or rental operations and he is particularly keen on businesses active in a combination of those operations. He is interested in companies where opportunities are available to roll-out the business internationally (further) either organically or via acquisitions and/or to add additional products or services to the business model.

 Production

 Commerce

 Rental

Search profile

The EBI candidate is actively pursuing opportunities for acquiring a majority stake or full ownership in healthy companies with strong management. He prefers companies with a location in the Netherlands with international activities or international aspirations. The EBI candidate does not have a predefined exit timeline following his willingness to grow to the next stage together. The EBI candidate is considering investment prospects in the following categories:

1. CAT1: Companies where he can apply a hands-on management approach to effect meaningful change, leveraging his knowledge to accelerate the company's growth.
2. CAT2: Companies with a clear internal structure in which management is fully dedicated to the business. The EBI candidate will provide support to existing management with his knowledge but will not be actively involved in the day-to-day operations.

Transaction structure and financing

- Intended transaction concerns an acquisition of at least 51% of the outstanding shares.
- Current management is expected to stay on for a transition period for investment prospects in CAT1 or remain dedicated for investment prospects in CAT2.
- Reinvestment to benefit from further growth is negotiable.
- Deals are envisaged to be structured mostly with own cash and, if feasible, responsible levels of external financing.
- The EBI candidate is open to invest additional own funds during the holding period if this is required.



EBITDA
€1 - 10 mln

FTE
#25 - 250

Location
Based in NL

Activities
Internationally focused

CONTACT



Tom Beltman

+31 (0)6 17 54 46 81
t.beltman@marktlink.com



Wouter Veldhoven

+31 (0)6 45 03 71 38
w.veldhoven@marktlink.com



Wilmar van der Meulen

+31 (0)6 82 06 37 35
w.vandermeulen@marktlink.com



Dave Kooij

+31 (0)6 82 05 37 31
d.kooij@marktlink.com