



PROJECT SEA

INVESTMENT TEASER

MARKTLINK | P04659



CERTIFIED ENERGY PARTNER PROVIDING ENERGY PROCUREMENT SERVICES FOR B2B MARKETS WITH ITS OWN MONITORING PLATFORM AS A SERVICE

GENERAL INFORMATION

- The company is an **energy partner which core business is energy procurement for businesses**. The energy crisis increased the relative contribution of a company's energy costs to their total costs, which increased the awareness of the related business risk and therefore boosted the demand for external advice.
- Customers authorize the company to conclude energy contracts on their behalf. Since most of the energy is being purchased for multiple years ahead, the company has a lot of **contracted recurring turnover**. The company can offer lower costs to its customers because of economies of scale and advantages from active management and market timing. There is a high customer lock-in and extremely low customer churn due to contracts without maturity date and proven realization of savings on energy costs.
- There are ample growth opportunities and scale up possibilities. The company has started to **expand internationally**, which secured international scalability. **The monitoring platform is an important asset** which will be further developed and licensed to third parties.

INVESTMENT OPPORTUNITY

- The current shareholders are looking for a financial/strategic buyer with whom they can take the company to the next level. Depending on the potential buyer and its growth strategy, the shareholders wish to gradually wind down (100% sale) or remain involved in the company (pre-exit).



Local market presence mainly in the **centre of the Netherlands**. Started to **expand internationally**.



Scalable business model with strong turnover growth opportunities and **high EBITDA-margins**



Experienced and dedicated management team, ready to accomplish further growth with a strategic/financial partner.



Strategic partnerships with energy suppliers and other energy consultancy firms

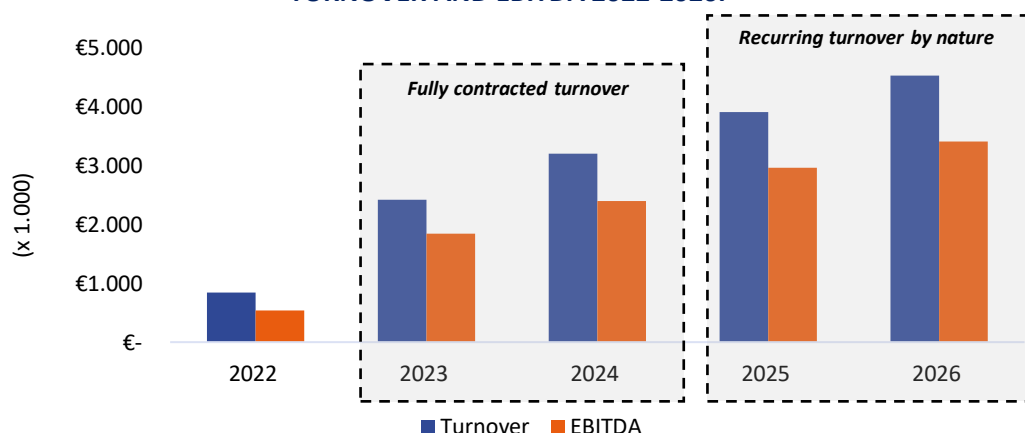


Developed **distinctive monitoring platform for energy insights** which generates an additional turnover stream.



Contracted recurring turnover over energy usage of clients.

TURNOVER AND EBITDA 2022-2026F



KEY FIGURES

€2.4m

FY23LE turnover

+/- €1.8m

FY23 (n)EBITDA

5-10

Employees

84%

CAGR turnover 20-23

77%

FY23 EBITDA-margin

>300

Customer base

CONTACT



27 years of experience



+ - 185 professionals



Internationally active in all sectors



Averaging 150 transactions per year



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