MARKTLINK

Project Atlas

Teaser

PROJECT ATLAS

DUTCH MARKET LEADER IN PREMIUM SEGMENT OF THE PACKAGING INDUSTRY

THE PROPOSITION

- The Company is the leading manufacturer of specialised paper-based packaging solutions for the B2B market in the Netherlands.

- It excels in navigating its customers through the entire production process, from conceptualisation to the delivery of the final product, using premium quality paper and offering extensive production options.

- Global economic and inflationary turbulence negatively affected the Company's financial performance, but recovery is in progress through strategic adjustments.

- Experienced and committed management team in place to further develop the business.

KEY FACTS

± 50 employees

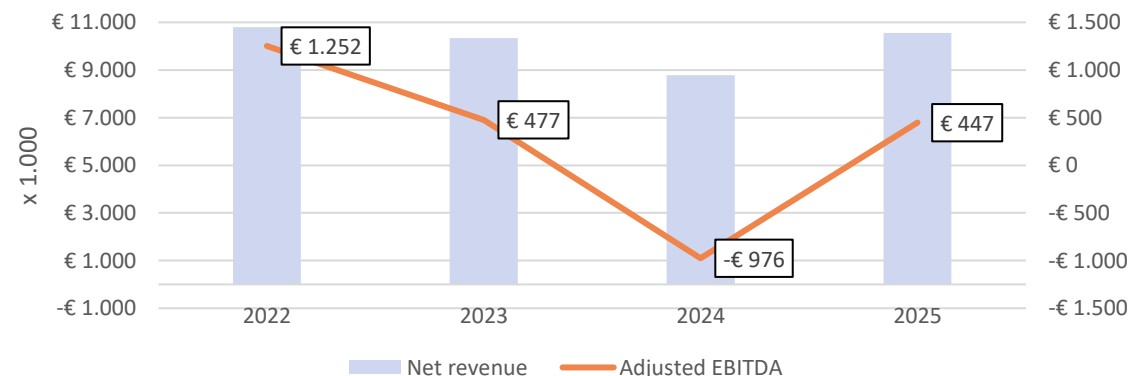Located in the Netherlands

Private label and own design collection

Market leader in premium segment

INVESTMENT CONSIDERATIONS

01 Leading market position in a stable, premium market segment, offering buy-and-build opportunities.

02 The Company offers a broad range of products, complemented by exceptional customer service, which has resulted in a highly loyal customer base. A significant portion (90%) of revenue comes from returning customers, primarily from renowned companies with whom the Company has maintained long-standing relationships spanning 15 to 35 years.

03 Significant opportunities for cross-selling and further leveraging synergies to drive operational efficiencies, cost savings, and strategic growth.

04 The Company is not fully utilising its machine capacity and production space, leaving room for additional equipment and extra shifts. The existing facility provides ample space and grid capacity for future expansion.

05 Concrete significant cost synergies possible.

FINANCIALS

Chart: Net revenue (bars) and Adjusted EBITDA (line), 2022–2025. Adjusted EBITDA values: € 1.252 (2022), € 477 (2023), -€ 976 (2024), € 447 (2025). Left axis "x 1.000" ranges -€ 1.000 to € 11.000; right axis ranges -€ 1.500 to € 1.500.

Legend: Net revenue — Adjusted EBITDA

Contact

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