

Profile number

105311

Healthcare mediator

Located in

Netherlands

Personal data

Sector

Service industry

Type of company

Temp labour

Legal entity:

Limited Company

Type of transaction

Shares

Life phase enterprise

Growing

Employees in FTE

5 - 10

Type of buyer:

- MBI candidate
- Strategic acquisition
- Investor

Financial information

Turnover last financial year

€ 2.500.000 - € 5.000.000

Asking price

To be agreed

Earnings before taxes

Confidential

Company history/background

Company with a unique business model and significant growth potential seeks a strategic partner to broaden its existing position in the Dutch healthcare market.

The company acts as an intermediary between clients with a concrete need for (private) home care and well-trained care providers (exclusively self-employed professionals).

The range of services provided by the care providers extends from a low to a high level of care needs. Invoicing is done directly to private clients/commissioners. This group of customers is characterized by a (significantly) above-average financial situation.

The company has a strong market position and an active commercial market approach.

The company is on the eve of new phases in its operations. Scaling up current activities, accompanied by a further diversification of business activities, must be initiated. The additional services fit seamlessly with the current services and also offer a very (financially) attractive revenue model.

Responding to current market opportunities through existing operations and managing the business on a day-to-day basis leave the entrepreneur with insufficient scope to quickly realize further growth independently. The entrepreneur is seeking a strategic partner for this.

Gross healthcare revenue amounts to €3,800,000 in 2021 (an increase of 9% compared to 2020). A further increase will take place in 2022.

Own-generated net turnover for 2021 amounts to €915,000 (with an expected organic increase of at least 7% for 2022). The operating results are structurally (very) positive.

Based on current business activities, the EBITDA margin is well over 34%. (2021) With continued growth, not only the gross margin but also the EBITDA margin will improve.

Unique selling points

75% to 100% of the company's shares are being offered. The current owner wishes (if desired) to remain a partial owner of the company and actively contribute to its further growth.

The company is of interest to strategic parties/investors in the healthcare market or the staffing industry.

The company's current position provides an ideal foundation to initiate further expansion and growth, for which a financially strong party is being sought to further capitalize on the diverse commercial market opportunities and take the company to the next level.

More information becomes available after signing a confidentiality agreement.