

Profile number

110685

Market leader in lifting & hoisting compliance and training (NL)

Located in

Central Netherlands

Personal data

Sector

- Transport
- Service industry

Type of company

- Other
- Training / education

Legal entity:

Limited Company

Type of transaction

Shares

Life phase enterprise

Growing

Employees in FTE

< 5

Type of buyer:

Strategic acquisition

Financial information

Turnover last financial year

€ 0 - € 100.000

Asking price

€ 100.000 - € 250.000

Earnings before taxes

€ 0 - € 100.000

Company history/background

The company was founded in 2018 and builds on a line of activity that has been active in the market for lifting & hoisting training and consultancy since 2011.

Since its inception, a strong reputation has been built within the industrial, offshore, petrochemical, and heavy lifting sectors. The company is recognized in the market as a content-driven specialist with in-depth knowledge of European legislation and regulations and their practical application in hoisting and lifting operations.

The activities have been developed based on years of practical experience in complex lifting operations and a clear focus on safety, compliance, and operational control. This has led to long-standing client relationships and recurring demand for both training and consultancy services.

Over the years, the company has developed into a niche player with a clear positioning and distinctive capabilities within the Netherlands.

The sale is prompted by the current owner's wish to retire.

The company focuses on consultancy, training, and support within lifting & hoisting operations, with a strong focus on safety, laws and regulations, and operational control.

The activities include:

- providing specialist training, including the role of Appointed Person / Responsible Person
- drafting and verifying elevator plans
- conducting compliance audits and risk analyses
- advice on complex hoisting and lifting operations
- developing and assessing business procedures and internal standards

The services are aimed at sectors such as industry, petrochemicals, offshore, construction, and heavy lifting.

The activities are largely knowledge-driven and project-based, with a combination of training revenue and consultancy assignments. This results in a flexible and scalable business model with limited dependence on physical resources.

Unique selling points

The company distinguishes itself through a unique combination of in-depth knowledge of laws and regulations and direct applicability in the practical application of complex hoisting and lifting operations.

The strong focus on compliance ensures that clients operate in a demonstrably compliant manner with European and national regulations, not only operationally but also legally.

In addition, the company has built a clear niche position within the Netherlands, with a strong reputation and recognition in the market.

An important distinguishing element is that specific training is offered for the role of Appointed Person / Responsible Person, thereby responding to a growing need in the market.

This combination makes the company substantively strong, difficult to replicate, and attractive for further growth.

Other

The current owner is willing to agree to a short transfer period of up to one month for a careful handover and onboarding of the new owner. No active role is foreseen thereafter.

The company is particularly interesting for a strategic party, such as a consultancy organization, training provider, or engineering firm, that wishes to integrate and further expand the activities.

The buyer is expected to have an affinity with the sector and possess knowledge of relevant laws and regulations, or have the ability to quickly embed this knowledge within the organization.