

## Profile number

109675

## Shareholding offered in a promising Dutch bioinformatics company (market leader)

### Located in

East Netherlands

## Personal data

### Sector

Healthcare

### Type of company

Other

### Legal entity:

Limited Company

### Type of transaction

Shares

### Life phase enterprise

Growing

### Employees in FTE

10 - 25

### Type of buyer:

- Strategic acquisition
- Investor

## Financial information

### Turnover last financial year

€ 1.000.000 - € 2.500.000

### Asking price

To be agreed

### Earnings before taxes

€ 250.000 - € 500.000

## Company history/background

On offer is a participating interest in a leading Dutch bioinformatics company, which is on its way to world market leadership in its field. The company already has a virtually unmatched lead on the competition, if any. The company has spent 14 years building up a database of specific biological molecule families and has built a platform and analysis software that not only allows the manipulation of the molecules concerned, but also predicts the effects of their mutations.

The company has spent 14 years building up a database of specific biological molecule families and has built a platform and analysis software that not only allows the manipulation of the molecules concerned, but also predicts the effects of their mutations. This speeds up research time for protein engineering, medicines design and development, and DNA diagnostics. Licenses are sold on the data to renewed pharmaceutical, biotech and chemical technology companies and, in cooperation with partners, biotech projects are carried out, aimed at medicines development and sustainability projects, among others. Virtually all large pharmaceutical companies are customers.

## Unique selling points

De omzet schommelt (tussen 1,5 en 2 miljoen euro), omdat het bedrijf te klein is om grote stappen voorwaarts te maken.

In de loop der jaren is er een sterke technische ontwikkeling geweest, het bedrijf heeft ook hooggekwalificeerde mensen kunnen behouden, heeft veel geïnvesteerd in technologie (bv. in servercapaciteit), maar blijft in dit stadium worstelen met een fluctuerende omzet. Daarom is het op zoek naar een early-stage investeerder die deze business begrijpt en het enorme wereldwijde potentieel ziet van wat dit bedrijf te bieden heeft.

## Other

Turnover fluctuates quite a bit (between €1.5 m and €2 m), as the company is too small to make big steps forward. Over the years, there has been strong technical development, the company has also been able to retain highly qualified people, has invested heavily in technology (e.g. in server capacity), but continues to struggle with fluctuating sales at this stage. For that reason, it is looking for an early-stage investor who understands this business and sees the enormous global potential of what this company has to offer.

The owner is searching for a professional (biotech or financial) investor, who together with the current management wants to shape and implement the growth strategy for the coming years, including setting up an in-house marketing & sales organisation. To this end, the owner offers a substantial interest in a pre-exit transaction.