

Profile number

110187

Leading specialist in ESD-safe workplace solutions for high-tech environments

Located in

South Netherlands

Personal data

Sector

Wholesale

Type of company

Other

Legal entity:

Limited Company

Type of transaction

Shares

Life phase enterprise

Full-grown

Employees in FTE

< 5

Type of buyer:

- MBI candidate
- Strategic acquisition

Financial information

Turnover last financial year

€ 1.000.000 - € 2.500.000

Asking price

To be agreed

Earnings before taxes

Confidential

Company history/background

Company profile

This company is an established name in the design and equipping of ESD-safe workplaces for high-tech and (micro)electronics environments. The company supplies complete and well-thought-out workplace solutions for technical production environments, laboratories, and development departments where reliability, safety, and precision are essential.

The product range consists of professional workshop furniture, ESD-safe workstations, and high-quality measuring instruments for dry laboratory and workshop setups. Through the combination of specialist

knowledge, high-quality products, and a customer-oriented approach, the company has built an excellent reputation within the sector.

Market and customers

The company serves a stable and high-quality clientele of technical companies in the Netherlands, Belgium, and West Germany. Thanks to long-standing customer relationships and a strong reputation in the market, there is recurring demand for products and project-based workplace furnishings.

In addition to distributing products from renowned international brands, the company has its own line of high-quality work tables. This in-house product line ensures a distinctive position in the market and contributes to attractive margins.

Location

The company is located on an easily accessible business park in the Southeast Netherlands. However, the activities are not location-dependent and can be relocated relatively easily, making the company flexible regarding any potential future relocation.

Unique selling points

Strengths of the company

- Specialist position in a niche market with high barriers to entry
- Strong reputation and long-standing customer relationships in the high-tech sector
- Combination of branded products and own product line
- Attractive margins thanks to own work table line
- Compact, flexible organization with low overhead
- Good growth opportunities due to increasing demand for high-tech workplace furnishings

Current development and prospects

In 2025, several substantial contracts were secured, resulting in a well-filled order book. Some of these projects have been postponed to 2026 due to delays in the structural completion of the relevant workspaces.

Consequently, revenue in 2025 turned out lower than initially expected, while underlying demand and the project portfolio remain strong.

In addition, a major client has made commitments for the setup of a large number of new workstations in 2026 and the years thereafter. Preparations for these projects have already started, meaning this revenue is expected to become visible from 2026.

Other

Transaction structure

The sale concerns a share transaction in which 100% of the shares are transferred. An economic transfer as of January 1, 2026, is a possibility.

Transfer and continuity

A careful handover is part of the transaction. There is the option to retain both the technical and commercial managers within the company for an extended period. This ensures continuity, knowledge retention, and a smooth transition for customers, suppliers, and employees.

Acquisition opportunity

This company offers an excellent opportunity for a strategic party or entrepreneur active in the technical, industrial, or high-tech sector who wishes to strengthen their position with a specialized player with a strong market position and demonstrable growth potential.