

## Profile number

110348

## Provider of traffic controllers and traffic measures in the South of the Netherlands

### Located in

South Netherlands

## General information

### Sector

Service industry

### Type of company

Business services

### Legal entity:

Limited Company

### Type of transaction

Shares

### Life phase enterprise

Growing

### Employees in FTE

25 - 50

### 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

€ 250.000 - € 500.000

## Company history/background

The company was founded in 2010 by its current owner and has developed in recent years into a stable regional player in the market for traffic controllers and temporary traffic measures. Operating in the southern Netherlands, the company has built a strong reputation for quality, flexibility, and continuity. Professionalization of processes and workforce planning has created a scalable organization with 33 employees and a permanent pool of flexible

staff.

The company serves contractors, event organizers, and (semi-)government organizations, achieving 90-95% recurring revenue through long-term customer relationships. Strong revenue growth of 28% is expected by 2025.

Since September 2025, the company has been ISO 9001 certified, and in February 2026 the implementation phase for SNA certification (NEN 4400-1 standard) started, the highest quality standard in the industry.

The company specializes in supplying, planning, and managing certified traffic controllers for temporary traffic situations. Its core activities include:

- **Deployment of traffic controllers** during infrastructure works, road maintenance, construction projects and maintenance work
- **Event management** with traffic control, parking guidance and crowd flow management at festivals and events
- **Advice and support** for temporary traffic plans and traffic measures
- **Central planning and coordination** of deployment, scheduling and replacement in the event of failure
- **Training and development** of traffic controllers in accordance with applicable certifications

All traffic controllers are certified and comply with legal requirements. The organization is flexible and can quickly scale up for urgent assignments or peak demand. Services are provided to contractors, event organizers, municipalities, and other (semi-)governmental institutions, primarily in the southern Netherlands.

## Unique selling points

- **High customer retention** : 90-95% recurring revenue through framework agreements that are almost always renewed
- **Quality certifications** : ISO 9001 certified (since September 2025) and SNA certification (NEN 4400-1 standard) operational in July 2026 — the highest quality standard in the industry
- **Strong regional position** : Dominant market position in the South of the Netherlands with little competition due to local roots and a personal approach
- **Flexibility and scalability** : 33 in-house employees supplemented by a flexible pool, allowing for rapid scaling up for urgent assignments
- **Reliable execution** : Central planning, short communication lines and high availability
- **Structural staff shortage in the market** : Strengthens the position of established players with a reliable staff base

- **Long-term customer relationships** : Broad and loyal customer base with stable partnerships

## Other

The owner will oversee the transfer and train the buyer on operational processes, customer relations, and personnel management. Advisory involvement during the transition period is negotiable.

The company is attractive to strategic parties in infrastructure/construction/facility services, regional competitors, buy-and-build companies, or entrepreneurs with experience in operational services. Preference is given to buyers with an affinity for infrastructure, commercial skills, and knowledge of the Southern Netherlands regional market. The buyer must ensure continuity of employees and customer relationships and have ambitions for further professionalization and geographic expansion.