

Profile number

110619

Inpatient WLZ care group for sale — nursing home + residential operation**Located in**

Netherlands

Personal data**Sector**

Healthcare

Type of company

Care facility

Legal entity:

Limited Company

Type of transaction

Shares

Life phase enterprise

Full-grown

Employees in FTE

25 - 50

Type of buyer:

- MBI candidate
- Strategic acquisition

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

Offered is a 100% equity interest in an established elderly care group in Central Limburg, consisting of a holding company with two operating companies. The company was founded in 2016 by two entrepreneurs with backgrounds in care & welfare and business operations, respectively. The care facility opened in the spring of 2019 and was fully occupied within a few months — a direct confirmation of the structural demand for small-scale institutional elderly care in the region. The operation is set up as a franchised WLZ care operator with 28 institutional places, supplemented by care provision to clients in sheltered housing. In 2023, the care and residential activities were formally split into two separate operating companies, ensuring transparent accounting

for both contribution to the result.

The company operates a small-scale nursing home with 28 inpatient places for residents with a WLZ indication. The care provided focuses on elderly people who can no longer live independently due to illness, dementia, or old age. In addition to the inpatient places, care is provided to clients in adjacent sheltered housing units. Financing is conducted entirely through the Long-Term Care Act (WLZ), whereby reimbursements are determined based on ZZP and VPT indications. This offers a structurally guaranteed base revenue that is not dependent on market forces. Operations are currently conducted under a franchise agreement with a regional care organization. The buyer may pursue its own policy regarding the continuation of this arrangement. The activities are housed in two operating companies: one for care provision and one for residential and real estate operations. The company employs approximately 25–50 staff members and also works with a pool of volunteers.

Unique selling points

After the first seven years of build-up, the company stands on a solid financial foundation: debt-free, a proven dividend history, and an occupancy rate of nearly 100%.

Other features:

- WLZ contract certainty: fixed, rate-regulated government reimbursements — no dependence on market forces
- Demographic tailwind: structural aging in Central Limburg, persistently high occupancy rate
- Debt-free acquisition basis: buyer does not assume interest-bearing debt
- Option for strategic buyer: with an acquisition without franchise integration, a direct cost saving of over €200,000 per year is achievable.
- Due diligence already fully completed and available
- Transition guidance by both directors is open for discussion

Other

The ideal buyer is a party with an affinity for Dutch long-term care and familiarity with WLZ funding. This could be a regional care organization looking to expand its presence in Central Limburg, a buy-and-build investor seeking a profitable, debt-free care location with proven cash flows, or an entrepreneurial healthcare professional seeking to acquire an operationally independent location.

The buyer is willing to enter into a share transaction, has the financial capacity for the requested share value, and sees value in a small-scale, person-centered care concept with structurally guaranteed WLZ revenue. Affinity with the Limburg region and an eye for continuity of care and staff are important characteristics.