

Profile number

110659

Forklift and Internal Transport - Sales-Rental-Service**Located in**

Netherlands

Personal data**Sector**

Transport

Type of company

Other

Legal entity:

Limited Company

Type of transaction

Shares

Life phase enterprise

Full-grown

Employees in FTE

5 - 10

Type of buyer:

Strategic acquisition

Financial information**Turnover last financial year**

€ 1.000.000 - € 2.500.000

Asking price

To be agreed

Earnings before taxes

€ 100.000 - € 250.000

Company history/background

The company, independent since 1996, is a renowned forklift supplier in North Holland. Originally started as an agricultural mechanization company and still operating as such, the focus, however, lies on new and used forklifts and tractors in the smaller segment. The company is involved in the sale, rental, service, and maintenance of forklifts and internal transport equipment. The company is a certified inspection company. Mechanics are skilled and well-equipped, and a professional workshop and warehouse complement the services.

The clients are business-related and are primarily located in the northern part of North Holland. Revenue is largely generated in the workshop and on location, through machine and forklift maintenance (2024: 64%). Furthermore, through the sale of mainly new and used forklifts and machines. Also, the rental of forklifts and owned land for a petrol station.

The organization consists of an independently operating team of 5 employees alongside the Managing Director. The 4 mechanics are professional and possess extensive knowledge and experience. The age structure of the team is diverse. The Managing Director is actively involved in daily management, sales activities, and hands-on work in the workshop.

- Revenue: €1,270,000
- EBITDA €160,000

Unique selling points

With its fully equipped vans (with generator), the company also performs work on location. For example, in the middle of the countryside or along the road. With this service, the company is a trusted partner to loyal clients. The company is a recognized VA inspection station.

In addition to sales, rental, maintenance, and repair, the company also offers forklift courses.

The company has a public gas station that also generates a lot of traffic.

Other

Market potential allows revenue to expand smoothly, partly due to the elimination of competitors and (limited) additional sales efforts.

After several decades of working as an entrepreneur, the current owner is ready to step back and is seeking a suitable party to acquire the business and allow it to continue growing. The seller is willing to transfer operations via a smooth handover. By establishing a professional sales organization, a strong growth boost can be jointly provided to the company.

The business activities are conducted through an operating company. The business premises and residence are owned by a senior shareholder and will (preferably) be sold to the buyer. Rent is negotiable.

The proposed transaction involves the sale of 100% of the shares of the operating company. Target is ideally suited for a strategic buyer looking to grow, including through the expansion of technical personnel, sales, and equipment.