

Profile number

110660

AI-driven buy & build in accountancy seeks co-investor

Located in

Netherlands

Personal data

Sector

Service industry

Type of company

Accountancy and administration

Legal entity:

Limited Company

Type of transaction

To be determined

Life phase enterprise

Starting

Employees in FTE

< 5

Type of buyer:

- MBI candidate
- Strategic acquisition
- Investor

Financial information

Turnover last financial year

Confidential

Asking price

€ 250.000 - € 500.000

Earnings before taxes

Confidential

Company history/background

Outdated business model, structural pressure

The accountancy sector still relies largely on manual processing, multiple systems, reporting, and compliance. It is precisely these activities that are being automated at a rapid pace and are losing their economic value. At the same time, the sector is struggling with staff shortages, fragmented IT structures, and rising costs. As a result, the current model is under structural pressure.

Transformation to AI-native service delivery

The proposition focuses on fundamentally redesigning accountancy: from processing to strategic advice. Through the deployment of autonomous, EU-native AI, transactional workflows are automated, while the accountant focuses on high-value business partnering. This creates real-time insight, higher margins, and a scalable model. The development is driven by an entrepreneur with deep and practical experience in accounting and process automation.

Unique selling points

Buy & build strategy with direct margin expansion

The model is based on the acquisition of existing accounting firms at relatively low multiples. After acquisition, processes and systems are replaced by an AI-native platform, resulting in reduced costs and increased capacity. This leads directly to improved margins and economies of scale within the existing portfolio. The combination of acquisition and technological transformation forms the growth engine.

Other

Capital requirement €300,000 – acceleration of proven model

We are seeking €300,000 for the acquisition of a first accounting firm and the immediate implementation of the AI platform. The combination of acquisition at existing revenue and immediate efficiency improvement creates leverage on both margin and capacity. This creates room to integrate and scale up multiple firms using the same structure. The initial capital thus acts as a flywheel for a repeatable buy & build strategy.