

**M** MARKTLINK

**TEASER**

Project TIRANA



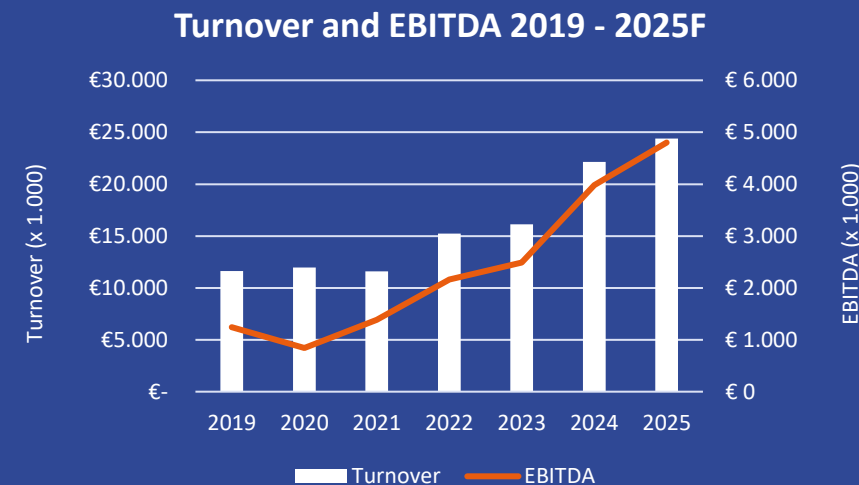
# DESIGN AND BUILD FURNITURE SPECIALIST WITH LONG-TERM EXCLUSIVE SUPPLY AND MAINTENANCE PPP CONTRACTS

## Introduction

The specialisation of the company lies within design & build, the company furnishes all possible interior projects, such as offices, schools, theatres, hotels, restaurants, care institutions and stadiums. Further, the company creates working environments that effortlessly adapt to the changing society. The company is the exclusive importer, representative and co-producer of a selection of global top manufacturers. Due to the diversity of these manufacturers and having their own in-house produced collections the organisation can offer its customers a varied and very complete range of products. For several years, the company generates recurring revenues from long-term supply and maintenance PPP contracts (20+ year contracts). The substance of these contracts are expected to increase significantly, resulting in revenue and EBITDA growth.

## Transaction rationale

The majority shareholder of the company has reached an age where he wants to take a step back and be available for other things in life. The majority shareholder currently works three days a week in a supporting role, in the past few years he transferred his knowledge to the members of the management team. The remaining part of the shares lie within the management team. The members of the management team are eager to continue working for the company, the two minority shareholders together with the financial director form the management team and are interested in (re)investing.



## Investment considerations

- 1 High growth potential
- 2 Long-term PPP contracts
- 3 Management team in place
- 4 High-quality products
- 5 Proven track record
- 6 Solid financial performance

## Key facts



**Forecasted revenue 2022**  
€ 12.5 – 15 million



**Fte**  
15-25



**EBITDA CAGR (2022LE – 2025F)**  
30%



**Forecasted EBITDA 2022**  
€ 2 - 3 million



**Location**  
Netherlands (Randstad)



**Long-term PPP contracts**  
+20 years

# CONTACT



**TOM BELTMAN**

t.beltman@marktlink.com  
+31 (0) 6 17 54 46 81



**JELMER DUIJVE**

j.duijve@marktlink.com  
+31 (0) 6 81 14 12 49



**YOURI LIVIUS**

y.livius@marktlink.com  
+31 (0) 6 83 89 34 80



**DAVE KOOIJ**

d.kooij@marktlink.com  
+31 (0) 6 82 05 37 31

