
7051HK: Value Market Leader Brand in Digital Archivehandling (and -Acces) with worldwide exposure

IT driven, fast growing

Profile

It is about a Dutch leading company in Archive Handling and Operationalizing, Premium positioned, with own software solutions and with international possibilities. This IT-driven knowledge company is market leader in its own niche market in The Netherlands and has a worldwide exposure by its integral software solutions.

Activities

The company pursues several types of activities:

- Archive Adjustments.
- (digital) Storage.
- Strategic Information Consultancy.
- Delivery Software for very fast acces (SaaS).

Products

The products used for the activities are:

- Total care of storage and acces information.
- Powerfull Software which enables very efficient archives, fast acces, automatic read facilities, scanning, replacing paper flow by digital flows, work flow, etc.
- Consultancy on demand.

Markets

- The most important markets are The Netherlands, Germany, Belgium and The Balkan-countries.

- The company has a growing worldwide presence. The brand is sold via partners in already 5 countries (including South Africa) which number will increase next months.
- At this moment the company is B2B oriented. However they are now starting up new B2C channels.

Key Figures



Opportunities

Exponential growing EBITDA by entering other countries

Market Leader in The Netherlands

Access to installed base of 4.500 sold packages

New Business Models with high free cash flow conversion

Strengthen own Productline linking the software (which is easily to do)

Considerations shareholders

After building up a strong base, the Company is entering a more professional phase with a bigger accent on her (international) marketingstrategy. For this reason the current shareholders (directors) consider the sale of 100% of their shares to a strategic buyer.

They are willing to remain within the company during a transition period.

Potential Buyers

The shareholders are interested in a potential strategic buyer in the same business, that wants to:

- Enlarge its own product portfolio and access to this niche market.
- Use its own international distribution channels to boost marketing and sales.

TPM Corporate Finance

TPM has the exclusive mandate to sell 100% of the shares on behalf of the client.

This description is a brief summary of the company.

Interested? Please contact Arie Hak RA or Kees Hermans AA . After contacting, they can sent a NDA to disclose more information.

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