

PROJECT TIC

Inspection company specialised in electrical installations is looking for a partner

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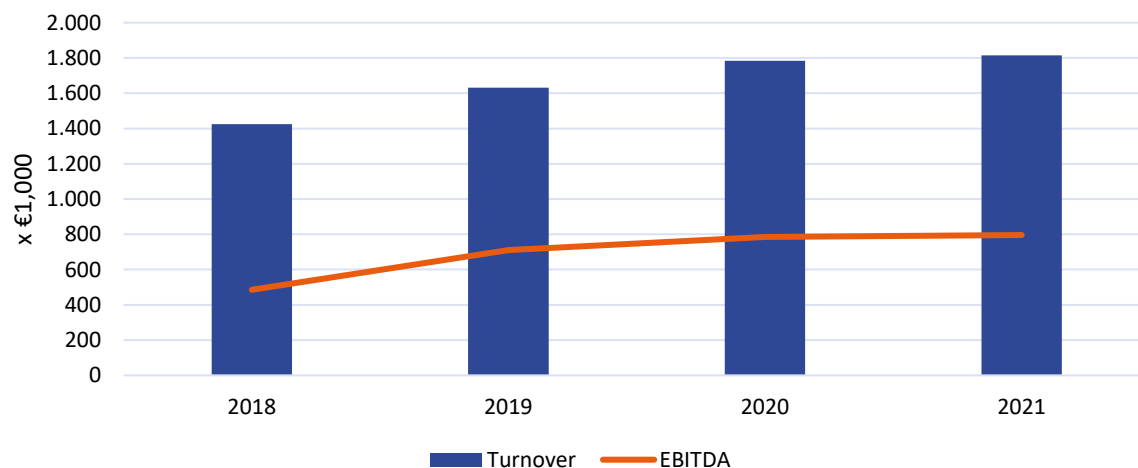
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Investment considerations

- 01 Loyal customers:** lasting relationships with several customers.
- 02 Certified company:** company holds various certifications allowing it to do all types of inspections
- 03 Long-term insurance partners:** contracts with insurance partners for up to five years.
- 04 Strong brand name:** well-known name in the industry, resulting in a diversified customer base.
- 05 Highly skilled employees:** certified employees who work on different types of inspections tasks.
- 06 EBITDA margin:** growing EBITDA margin over the past few years with a margin of ~40% in 2020.
- 07 Healthy revenue growth:** company is showing promising results for the future.
- 08 Overall market growth:** TIC market has experienced market growth over the past few years.

Turnover and EBITDA 2018 - 2021



Transaction rationale

The company was founded by an entrepreneur with extensive knowledge and experience in the testing, inspection and certification (TIC) market. This knowledge helped the entrepreneur grow his company sustainably in a relatively short period of time. The company has a strong brand name and is a well-known player in the market. The focus is on inspecting electrical installations in combination with general working equipment. The current owner seeks a strategic/financial player to help capture the growth opportunities he sees in the market. The current owner is willing to stay involved in the company, the terms depending on the wishes of the new partner and his envisioned role after transferring his duties as general manager. The owner is an entrepreneurial technical expert first and a general manager second, and consequently wants to return to his technical roots.



Activities

- Certified to do a range of SCIOS Scope and NEN inspections.
- The company also carries out inspections of general work equipment and more.
- Power Quality analysis and thermographic inspection are an expertise of the company.



Organisation and location

- 10 – 20 employees
- Based in the Netherlands
- Large investments are not required to continue the current operations.
- Extensive customer base and healthy recurring revenue secure a solid pipeline for 2022.

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