



Acquisition Opportunity

# Factoring Company

Location Netherlands, Europe

### Business Description:

Factoring is a form of business financing where this Company for an agreed period takes the credit management of its customers. Due to regulations surrounding Basel III, in the European Union bank regulatory organization, there is a move to strengthen the capital and liquidity position of banks. More banks are retreating from this service they normally provide to business customers. This Company focuses primarily on small and medium enterprises (SME) which are most affected by this development. The Dutch SME's represents approximately 60% of total sales (GNP) of the Netherlands and is very important for the economy and employment.



### Operational Strengths:

Factoring is a growth market. There is a need for good, solid and structured approach for pre-financing of outstanding invoices. The Company mostly works with small companies that sell to large corporations hence risk is minimized. Loss is less than 1%.

### The Transaction:

To finance further growth, the Company has decided to seek an equity partner. The Company is flexible on an equity investment. In addition to minority ownership, there will be an annual return immediately to the equity partner as well as an upside potential from the continued growth of the Company.

Financials			
	2017 est.*	2016 est.*	2015
Revenue, \$000s US	7,163	2,300	1,281
Adjusted EBITDA, \$000s US	6,034	1,286	598

\*Owner's Estimate

Other Highlights				
Location	Financials	Management Team in Place	Years in Business	SIC Classification
Netherlands / EU	Audited	Yes	4	615302

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