

Profile number

110130

NRW Innovation Award winner for sale: Established lighting expert with 500+ industrial clients

Located in

North Rhine-Westphalia

Personal data

Sector

Service industry

Type of company

Business services

Legal entity:

Limited Company

Type of transaction

To be determined

Life phase enterprise

Full-grown

Employees in FTE

< 5

Type of buyer:

- MBI candidate
- Strategic acquisition
- Investor

Financial information

Turnover last financial year

€ 500.000 - € 1.000.000

Asking price

€ 100.000 - € 250.000

Earnings before taxes

€ 0 - € 100.000

Company history/background

Founded: February 2012

Sole shareholder and managing director

Employees: 2 (father and son) + over a dozen proven cooperation partners

Annual revenue: €700,000 - €800,000

Prizes:

2022: €22,000

2023: €33,000

2024: €31,000

For industrial companies in the broad lighting market (with hundreds of lighting manufacturers and thousands of products), we determine the optimal lighting solution for the respective application area (from foundries to "cleanrooms" or offices) and offer a turnkey solution in cooperation with proven partners (subcontractors) nationwide.

Reasons for the planned sale: The sole shareholder of the GmbH (76 years old) is still fit himself, but his wife (care level 2) increasingly needs his support.

Unique selling points

Manufacturer-independent comparison for industrial lighting using our own database – with best price guarantee (lighting manufacturers / importers naturally only want to sell their own products and electrical installation companies usually rely on wholesalers and their pricing policies).

NRW Innovation Award for a lighting solution from our company.

Prestigious references.

Cooperation agreement with a large manager of industrial real estate; customer data (approx. 500 medium to large industrial customers/prospective customers).

A sophisticated and proven overall concept for industrial lighting (halls, outdoor lighting, offices) – with a large number of proven cooperation partners.

Other

Large facility management service providers (upselling to existing customers)

Supra-regional electrical installation companies (expansion to include planning expertise)

Energy suppliers & municipal utilities (contracting offers)

Building services engineering (TGA) planning offices & energy consultants