

Profile number

110876

Asset-light specialist for construction & building renovation (mostly clinics) — EBIT margin > 30%, North-West-Germany

Located in

Germany

Personal data

Sector

Construction

Type of company

Building contractors

Legal entity:

Limited Company

Type of transaction

Shares

Life phase enterprise

Growing

Employees in FTE

10 - 25

Type of buyer:

- MBI candidate
- Strategic acquisition
- Investor

Financial information

Turnover last financial year

€ 5.000.000 - € 10.000.000

Asking price

To be agreed

Earnings before taxes

€ 2.500.000 - € 5.000.000

Company history/background

- Steady, strong growth: total output rose from ~€2.5m (2020) to ~€6.7m (2025), with >€7m expected from 2026.
- Key milestones: first hospital-group client (2017), expansion of premises (2021), additional hospital-group clients (2025), framework agreements with a retail group (2026).

- Offered for sale for succession/retirement reasons; owner/vendor is available for transitioning period.
- "Problem-solver" rather than classic builder
- Asset-light commercial construction, specializing in healthcare infrastructure and building/renovation within existing structures ("Bauen im Bestand").
- Three core areas: consulting & planning, commercial/structural construction, and refurbishment of existing buildings — extended to facility management on complex projects.
- Service mix roughly: structural construction 50% / renovation 30% / civil engineering 15% / fit-out 5% (structural + renovation ≈ 80%).
- Clients entirely B2B/B2G — solvent large clients and public institutions, with a strong healthcare focus.
- Regional focus on Northwest Germany

Unique selling points

- Exceptional profitability: EBIT margin ~30% on average 2020–24, > 40% in 2024 and 2025.
- Long-standing relationships with solvent major clients (especially healthcare) and a very high repeat rate; secured order potential beyond 2035 (key clients beyond 2045).
- Structural, non-cyclical tailwind: the renovation/modernization backlog in German healthcare (≥ €31bn needed for climate-friendly hospital refurbishment; investment quota only ~12.3%).
- Asset-light and modern: fleet and equipment all <3 years old, no investment backlog; negative working capital and cash-generative; no debt beyond vehicle financing.
- Transfer-ready setup: established second management level (site manager + 2 supervisors/foremen), largely independent of the owner; no works council and no pension commitments.

Other

- Transaction: share deal for 100% of shares - Earnout period 2-3 yrs agreeable

- Operating property optional for purchase or lease (2021, ~8,500 sqm, market value ~€2.5m, rooftop PV).

- Strategic players in healthcare/existing-building construction seeking entry to or expansion in Northern Germany (a regional "hub").
- Buy-and-build platforms (construction / building services / TGA) looking for a high-margin add-on.
- Decentralized compounders / serial acquirers seeking a profitable niche for long-term ownership.
- Search funds / MBI candidates pursuing an entrepreneurial succession into management.