

Profile number

108116

B2B Inbound Travel Organization for the Benelux

Located in

The Netherlands

Also interesting for this region (s)

All of the country

General information

Sector

Service industry

Type of company

Travel agency

Legal entity:

Foreign legal entity

Type of transaction

To be determined

Life phase enterprise

Growing

Employees in FTE

< 5

Type of buyer:

- MBI candidate
- Strategic acquisition
- Investor

Financial information

Turnover last financial year

€ 1.000.000 - € 2.500.000

Asking price

To be agreed

Earnings before taxes

€ 250.000 - € 500.000

Company history/background

With 30 years of experience, the company is an established player with a solid reputation and long-standing relationships with both international clients and local service providers in the Netherlands and Belgium. These providers collaborate on transportation, accommodation, gastronomy, guide

services, and more. This enables the company to include unique events in its programs, allowing participants to visit authentic destinations that few travelers get to see.

The company designs and organizes programs in the Netherlands and Belgium for renowned international clients. For travel agencies, companies, and non-profit organizations in the American and European markets, these are Special Interest Tours: travel experiences for high-end foreign groups with a shared passion, for example, architecture, culture, art, or history. Excursions and guide services are provided for a growing number of luxury river cruise ships.

Unique selling points

The current owners have run the company together over the past decades, during which it has grown steadily into a reputable and stable business without active acquisition. However, to continue meeting the rapidly increasing demand of recent years, the organization has reached a point where the current operational setup needs to be adjusted, for example, by hiring staff. The current owners have reached the age where they need to consider their succession and therefore find it an opportune moment to transfer the company to a party capable of further scaling the organization. They will remain committed to the company as long as needed, gradually transferring their responsibilities to the buyer's team at the desired rate.

Other

This acquisition opportunity is interesting for:

- Tour operators already active in the market for incoming tourism in the Netherlands and the adjacent regions in Belgium and Germany.
- DMCs with a similar offering can achieve rapid growth in a familiar market.
- DMCs currently focused primarily on the MICE segment have the opportunity to expand into complementary markets.
- MBI candidates with experience in the hospitality or travel industry, who possess organizational talent, sufficient ambition, and enthusiasm, will find the perfect springboard in this company.
- Tour operators active in the outbound tourism market have the opportunity to diversify into this attractive B2B market.