What I look for in a company · João Ribas

The company I want to buy

If you built your company over many years and wonder who will carry it on, this page is for you. Read the list and see whether it sounds like yours.

What I look for

Criterion	What I look for
Geography	The Benelux and the Iberian Peninsula
Size	EBITDA of € 1 to € 10 million (EBITDA is the profit the company earns from its operations in a year, before interest, tax and depreciation)
Employees	Typically 20 to 250
Ownership	Independent, owner-managed or family-held
Results	Profitable
Sector	A profitable business in a traditional sector, where data, technology and customer focus can add value

Today I research both regions. Once I choose one, I search there, and when I buy, I am at the company every working day.

These are the lines I start from. Every company is different, and we find out together, step by step, whether it is the right match.

How to get in touch

Write to me by email or through the website. You do not have to name the company in the first message.

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