

Rouge Ventures: Companies we want to acquire - HK B2B medium companies
English version
Date updated: July 11, 2024

Rouge Ventures **is acquiring for** the following:
- [Hong Kong medium sized B2B companies for full acquisition](#)

All qualified introductions may receive finder's fee or further acquisition commissions
(We will inform you of the amount AFTER checking with us on company suitability first)

Requirements:

1/ Critical MUST HAVE

- Willingness to sell 100% or provide majority control of company
- Hong Kong founded/headquartered

2/ General Requirements (reasonable flexibility allowed; pls ASK)

- Medium size B2B/B2B2C companies
- Asset light
- HKD \$10M-\$40M valuation @ 2x-5x P/E
- EBIT USD1-5M (NOT EBITDA!)
- 15+ years continuous operations; 20+ years preferred
- More than 5+ employees
- Having overseas operations in US/EU preferred
- Some possible samples of B2B/B2B2C businesses:
 - General housing/property management
 - Commercial HVAC maintenance (Heating, Ventilation, and Air Conditioning)
 - Cleaning services (residential and commercial)
 - Commercial laundry services
 - Medical testing labs
 - At-home senior living and nursing services (B2C also allowed)
 - Veterinary clinics (B2C also allowed)
 - Pet goods/manufacturing (B2C also allowed)
 - etc...

Notes:

- Manufacturing/factories: NO (not asset light)
- Normal retail to consumers: NO
- Normal food & beverage: NO (not asset light with storefronts)
- Wholesalers to retailers: OK
- Overseas operations in US/EU: Preferred
- China companies: NO (must be Hong Kong founded/HQ)
- Core business that relies on tendering/bidding (eg. construction companies, property developers, etc): NO (revenue not self sustainable)

耀阳国际投资 - 收购公司类型 - 香港 B2B 中型公司
中文版 (英文版为准)
更新日期: 2024 年 7 月 11 日

Rouge Ventures 耀阳国际投资正在寻找以下公司:
- 香港中型 B2B 公司, 可进行全面收购

所有合格的推荐, 介绍人均可获得中介费或进一步的收购佣金
(请先与我们核实公司, 我们才会通知您中介金额)

要求:

1/ 关键必须具备

- 愿意 100% 出售或提供公司多数控制权
- 香港成立/总部

2/ 一般要求 (可有合理的弹性要求; 请询问)

- 中型 B2B/B2B2C 公司
- 轻资产
- 估值 1000 万至 4000 万港元 @ 2 倍至 5 倍市盈率P/E
- EBIT息税前利润 100 万至 500 万美元 (不是 EBITDA!)
- 15 年以上持续运营; 20 年以上优先
- 员工人数超过 5 人
- 在美国/欧盟有海外业务优先
- B2B/B2B2C 业务的一些可能示例:
 - 一般住房/物业管理
 - 商业暖通空调维护 (供暖、通风和空调)
 - 清洁服务 (住宅和商业)
 - 商业洗衣服务
 - 医学检测实验室
 - 居家养老和护理服务 (也允许 B2C)
 - 兽医诊所 (也允许 B2C)
 - 宠物用品/制造 (也允许 B2C)
 - 等等...

备注:

- 制造/工厂: 不可以 (非轻资产)
- 面向消费者的普通零售: 不可以
- 普通食品和饮料餐饮餐厅: 不可以 (非轻资产且有店面)
- 批发商面向零售商: 可以
- 在美国/欧盟有海外业务: 优先
- 中国公司: 不可以 (必须是香港成立/总部)
- 核心业务需要招标/投标相关 (例如建筑公司、房地产开发商等): 不可以 (收入无法自我维持)