

Clear direction?

Do you know where are you going and why?

Agenda

- Who I am
- My personal experience
 - Why selling?
 - What happens next? - Professional vs personal life
- Thoughts after having sold the rental business
 - Why do I have my business and manage it the way I do?
 - What do I do after selling my Company?

Ivan Papell

Founder and owner of various businesses related to the Rental Industry



- **Gloobal MovingRent:** Co-Founder & Owner and CEO
2015 - now
Leading vehicle-mount aerial equipment rental
- **LIFTISA:** Founder & Owner and CEO
2011 - now
Aerial equipment rental - hire, sale and related services -
- **ITM:** Owner – Director
2019 - now
Equipment related services – technical and safety
- **Rental Co. consultant:**
2009 - now
- **Lavendon Group:** Member of Executive Committee
2007 - 2009
Aerial equipment rental
- **Lavendon Spain:** Managing Director
2007 - 2009
Aerial equipment rental
- **dk Rental Spain:** Co-Founder & Owner - sold to Lavendon Group
1998 - 2007
Aerial equipment rental
- **Lifting Iberica:** Managing Director (MBO-DK Rental)
1996 - 1998
Aerial equipment distributor

My personal experience:

- Taking over a business in 1998 and selling it in 2007
 - Units: 15 to +/- 1.000
 - Depots: 1 to 5
 - People: 4 to +/- 85
 - Revenue: €0,6M to €15M

- Is there life afterwards?

Why did we sell our Co.?

- Professional arguments
 - Project Completion
 - Business Risk
 - Bigger Co

- Personal motivations
 - Project Completion
 - Personal finance Risk
 - Bigger Co

What afterwards? professional & personal approach

- While in the Company
 - Responsibility
 - What faced and struggled with?
- Leaving the Company: 3 years later
 - Why?
- After stepping down
 - Mind setting
 - Way of living
 - Life length

Reflections after having sold the rental business

- Why do I run the business the way I do?
 - Your own clear strategy vs copying other's
 - Short vs long run view
- What after and what else?
 - Finding & understanding yourself
 - Looking forward

Why do I run the business the way I do?

work your way – wide perspective

- Goal

- Strategy – why and who
 - own vs others: different vs one more
 - consistency: mind changing
 - i.e. specialist vs generalist, local vs national

- Performance - how
 - internal focus vs competitors: mind changing

- Timing - when
 - market
 - players, losers, winners

What after and what else?

finding & understanding yourself

- What was your goal?
- What now?
- Your own capabilities
- Looking forward – age
- Other inputs

Clear direction?

Do you know where are you going and why?

Thank you

Questions?

Ivan Papell

my personal experience selling the company and afterwards