

Profile number

110160

Profitable importer/wholesaler in a growth market

Located in

North Netherlands

Personal data

Sector

Wholesale

Type of company

Wholesale electrical components

Legal entity:

Limited Company

Type of transaction

Shares

Life phase enterprise

Full-grown

Employees in FTE

5 - 10

Type of buyer:

- MBI candidate
- Strategic acquisition
- Investor

Financial information

Turnover last financial year

€ 2.500.000 - € 5.000.000

Asking price

€ 500.000 - € 1.000.000

Earnings before taxes

€ 250.000 - € 500.000

Company history/background

Healthy company in a fast-growing electronics market with 7 employees, excluding the owner-manager.

Turnover is approximately €2,500,000, with an EBITDA of 8-10% and equity of €492,000. Interesting growth opportunities and chances to further develop the company (internationally) by expanding the product range and the sales area in Europe.

Wholesaler/importer/distributor (BV) specializing in a fast-growing market of electronics products for consumers and business users. Furthermore, customer advice is provided, and warranty handling, service, and repairs are performed in-house. Excellent reputation, high market share, and good price-quality ratio.

Primarily business customers. The products are sold through distributors, online retailers, physical retailers, installers, and the company's own webshop.

Unique selling points

Strong market position in the Netherlands in a rapidly growing market. Through an effective market approach, the company has built up a good reputation and a healthy return. Good contacts with suppliers and an effective market approach. The company is relatively easy to acquire due to the limited dependence on the owner-manager.

Other

Location: Northern Netherlands. Representative property with expansion possibilities and a favorable location on an industrial estate.

Reason for business transfer: The current owner wishes to focus on other matters. He wants to commit to a professional transfer and help the new owner make the acquisition a success.

We assume a share transaction (100%).

This company is particularly interesting for an ambitious entrepreneur or company looking to further develop the market and product portfolio. The buyer can be a strategic buyer, an MBI candidate, and/or an investor. The asking price is €600,000 with equity of €492,000.