

Profile number

110437

Online shop for motorcycle parts with a strong track record

Located in

South Netherlands

Personal data

Sector

Retail non-food

Type of company

Webshop

Legal entity:

Limited Company

Type of transaction

Assets / liabilities

Life phase enterprise

Full-grown

Employees in FTE

< 5

Type of buyer:

- MBI candidate
- Strategic acquisition

Financial information

Turnover last financial year

€ 2.500.000 - € 5.000.000

Asking price

To be agreed

Earnings before taxes

€ 100.000 - € 250.000

Company history/background

The webshop operates in the Netherlands, selling motorcycle parts and accessories. Since 2009, they've been making all products available to customers with just a few clicks through their online platform. Business operations are conducted through a private limited company that also handles other activities.

The work will be performed by the existing employees, a total of 2 FTEs (excluding management). These employees do not need to be retained. The proposed transaction concerns the sale of the company's assets and activities. The seller is willing to facilitate a smooth handover after the transaction.

This webshop sells products for maintenance, conversion and styling of motorcycles, mopeds and scooters.

Unique selling points

The company is in its mature phase. It is financially sound and stable. Annual revenue of around €3 million is based on recurring revenue from existing and new customers. They have unique email addresses for over 38,000 customers. The gross profit margin is €0.45 million in 2024 and will remain the same for 2025 and 2026. The average order size is €134 million. The company is profitable, and in recent years, EBITDA has varied between €0.1 and €0.15 million.

Other

The sale is driven by strategic considerations and the current owner's age. After years of successful entrepreneurship, he believes the time is right to transfer the webshop to a partner capable of realizing the next phase of growth.