

Profile number

110599

International trading company in used telecom equipment

Located in

Netherlands

Personal data

Sector

Wholesale

Type of company

Trading company

Legal entity:

Limited Company

Type of transaction

Shares

Life phase enterprise

Full-grown

Employees in FTE

< 5

Type of buyer:

- MBI candidate
- Strategic acquisition

Financial information

Turnover last financial year

€ 1.000.000 - € 2.500.000

Asking price

To be agreed

Earnings before taxes

€ 100.000 - € 250.000

Company history/background

Offered for sale are 100% of the shares in a profitable, internationally oriented trading company specializing in used and refurbished telecom equipment. The company was founded in 2006 and operates in more than 15 countries in Europe, the Middle East, and Africa.

The company focuses on the international trade of second-hand network and telecom hardware and serves customers domestically and abroad.

The core activity consists of purchasing used smartphones, tablets, and telecom components from major Tier-1 telecom operators and retailers, and reselling them to international B2B customers. The purchasing network—built up over twenty years through direct supplier relationships—forms the company's primary value driver. In the market for used telecom equipment, a high-quality, sorted supply is structurally scarce; a buyer effectively acquires a privileged position in this scarce supply channel.

Unique selling points

The company operates from the Southern Netherlands and supplies business (inter)national customers.

The company's strength lies in its purchasing network: through long-standing relationships with Tier-1 telecom operators — including major Dutch and Belgian providers — the company has structural access to high-quality equipment at competitive purchasing conditions. This network forms the strategic core of the company and has been built up over 20 years of active entrepreneurship.

Other

The company realized a positive net result in every year over the past four years (FY2022–FY2025). Revenue in FY2025 amounted to approximately €1.7 million, showing a growth recovery of +9.9% compared to FY2024. The EBITDA margin historically fluctuated between 5% and 12%, depending on the purchasing composition. As of the acquisition date, there are no interest-bearing debts and a positive net cash position. The forecast for FY2026 shows revenue of approximately €1.8 million and an EBITDA of approximately €110,000, with further margin expansion in the years thereafter.

Other features

- Privileged purchasing network with Tier-1 telecom operators, built over 20 years
- Active in 15+ export markets in Europe, MENA, and Africa
- Debt-free as of the reference date; no financing need for ongoing business operations
- Light asset base, minimal CAPEX requirement
- Operationally immediately transferable; Director-Major Shareholder willing to undergo transition guidance (6–24 months)
- Growing market driven by ESG legislation that structurally increases trade-in volumes among operators