

Profile number

105986

Company in the LED and signage industry

Located in

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

10 - 25

Type of buyer:

- MBI candidate
- Strategic acquisition
- Investor

Financial information

Turnover last financial year

€ 2.500.000 - € 5.000.000

Asking price

To be agreed

Earnings before taxes

€ 250.000 - € 500.000

Company history/background

This concerns a renowned Dutch company in the field of LED lighting and illuminated signage. The company has a diversified client portfolio. Clients are active in various sectors (including hospitality and retail) and are extremely satisfied with the reliability and flexibility of the products and services provided, resulting in long-term relationships.

In the past financial year (2022), the revenue level was approximately €3.4 million, with a gross margin of

around 35%. The current shareholders are considering, in principle, a (potential) sale of 100% to prepare the company for the next growth phase. The shareholders are naturally willing to remain involved during a transition period, during which the Commercial Director is also willing to reinvest and remain associated with the company for a longer period.

The company sells standard lighting products, but also supplies custom solutions and signage primarily to the B2B market. This also involves a degree of advice (lighting plan).

Unique selling points

The combination of both lighting and signage makes the company unique in the market.

In addition, the company has an exclusive partnership with a handling partner in China. This partner receives and inspects deliveries from the Chinese producers, after which it sends them to the Netherlands via sea or air freight.

Other

This company is interesting for strategic buyers/investors. The company is also interesting for entrepreneurial MBI candidates with knowledge of this sector.