

Profile number

108896

Chain of health stores with own product (development)

Located in

South Netherlands

Personal data

Sector

Retail non-food

Type of company

Drugstore

Legal entity:

Other

Type of transaction

Assets / liabilities

Life phase enterprise

Full-grown

Employees in FTE

10 - 25

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

Confidential

Company history/background

The company is active in retail and sells lifestyle products to private individuals through its own stores, beauty salons, and webshops. In addition, the company focuses on the product development of high-quality private label products and providing service and advice to its customers both in stores and online.

- Online and physical sales: webshops, stores (4) and beauty salons (2) in South-West Netherlands.
- Unique and extensive product range in the field of health and personal care.
- Develops own-brand products of high quality and appreciation.

- High-quality service and guidance from qualified, experienced employees (approx. 32 part-time employees / 17 FTE).

The extensive range of products relates to, among other things:

- Health: vitamins, minerals, nutritional and sports supplements;
- Nutrition: herbs, tea, and various healthy foods and snacks;
- Personal care and non-food: personal care products and gift items.

Due to its long history and the delivery of quality products combined with personal service, the company has acquired a high level of recognition and appreciation. This is reinforced by an extensive range of exclusive niche and private label products. The company's customers are familiar with the products, the brand, and the professional service, resulting in long-term customer relationships.

The company also has a stable and trusted workforce, in which significant attention is paid to training and development. In addition, continuous investments are made in the stores and products to maintain their high quality. Recently, investments were made in sustainable and environmentally friendly packaging materials, which sets the company apart in the industry.

Unique selling points

Financial data and growth potential

- Revenue indication: €2.75 million
- > 50% of revenue consists of private label products.
- Average gross profit margin: 45%.
- Diverse growth and expansion opportunities for a buyer, such as the (further) development of existing and new products and the further expansion of both online and physical sales.
- In addition to the owner/entrepreneur themselves, the company has a management layer with a general manager, ensuring the continuity of the business after the acquisition.

Other

Desired buyer profile

- A strategic buyer (preferred) with one or more enterprises operating similar activities with the objective of: achieving synergy benefits and expanding in terms of location and the range of products and services;
- An MBI candidate with demonstrable work experience, a relevant education, and an affinity for or extensive interest in the areas of: health and well-being, nutrition and exercise, lifestyle, and beauty.

Acquisition conditions

- Acquisition of operating company assets including personnel, customer base, trade name, websites/webshops, stock, inventory, and goodwill.
- Assumption of lease agreements for retail properties (one retail property managed by the entrepreneur and other properties leased from third parties).