

Profile number

110715

Webshop for health products

Located in

Central Netherlands

Personal data

Sector

Wholesale

Type of company

FMCG

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

€ 100.000 - € 250.000

Asking price

€ 0 - € 100.000

Earnings before taxes

€ 0 - € 100.000

Company history/background

The leading webshop (company) with a specialist image, supplying a wide range of health products, is being offered for acquisition. The company has existed since 1997 and was acquired by the current owner in 2021. He is the second owner.

A strong position has been built in the Netherlands. The company supplies a wide range of niche products to consumers (B2C), and works with established trading partners to guarantee the quality of the products.

The organization is run with 2–3 hours of work per day; there are no employees. The work is performed by an employee of a sister company. The company is also located in the premises of this sister company. Limited square meters are required for business operations. Consequently, the company is easily relocatable.

Approximately 2,800 orders are processed annually. The services provided consist of sales and after-sales. Logistics are largely handled in-house from own stock, with a small portion being drop shipping; transport is outsourced. Annual turnover amounts to approximately €200,000 and profitability averages €20,000 EBITDA. 100% of the shares are being offered for acquisition. The company is based in the Central Netherlands.

Other

The owner wishes to transfer the company to a new owner who will capitalize on its growth potential. The current owner is fully occupied with the unexpected strong growth of his other business and cannot devote sufficient attention to the webshop. Preference is given to a successor who will further develop the company and possesses the competencies to activate further (international) growth. The experienced owner is making his (market) knowledge available for this purpose.

This company is interesting for larger (trading) companies looking to expand their activities, but also for smaller players or MBI candidates with experience in trading companies and the ambition to expand the business internationally. Integration into an existing organization offers opportunities for economies of scale, while independent growth is also feasible.