

## Profile number

110446

## For sale: Established specialty store in tableware, home decor, electronics & gift items

### Located in

Flemish Brabant

## Personal data

### Sector

Retail non-food

### Type of company

Other

### Legal entity:

Limited Company

### Type of transaction

To be determined

### Life phase enterprise

Full-grown

### Employees in FTE

< 5

### Type of buyer:

- MBI candidate
- Strategic acquisition
- Investor

## Financial information

### Turnover last financial year

€ 500.000 - € 1.000.000

### Asking price

€ 500.000 - € 1.000.000

### Earnings before taxes

€ 0 - € 100.000

## Company history/background

The incorporation of the company dates from June 1989.

## Main activity

The company is an established specialty store with a strong reputation in tableware, gift items, home decor, and electronics.

From a spacious and well-organized retail environment of approximately 1,000 m<sup>2</sup>, the company offers a broad and high-quality assortment aimed at private customers. The selection is carefully curated and combined with personal advice and tailored service.

In addition to the physical store, the business has an informative website that gives customers insight into the assortment, promotions, and brands.

Thanks to strong local roots, years of experience, and a customer-oriented approach, this company constitutes a stable retail business with further growth opportunities.

## Unique selling points

### Strengths of the company:

- Prime location near major access roads: excellent accessibility and ample parking in front of the store
- Spacious showroom: approx. 1,000 m<sup>2</sup> of retail space, supplemented by storage space in the basement and upper floor
- Strong and experienced team: employees with years of experience and autonomous operation
- Strong reputation and local roots: well-known name in the region with a loyal customer base
- Combination with investment property possible: in addition to the retail space, the property also comprises 6 apartments with parking spaces

## Other

### Offer

### Transfer of ownership

Sale of goodwill/business assets, including:

- Full store activity
- Customer base
- Staff

## Customer base

The clientele is primarily private ( $\pm$  95% B2C), supplemented by a limited share of B2B clients such as hospitality businesses and companies from the region.

The company has a customer base of approximately 20,000 customers, with a large proportion of returning customers.

## Real estate

The property consists of a spacious corner building with:

- $\pm$  1,000 m<sup>2</sup> retail space
- Basement and upper floor partly configured for storage
- 6 apartments above the shop, each with its own parking space

The property can be purchased separately subject to a valid offer.

## Reason for sale

The owner is eligible for retirement and wishes to spend more time with her family. She is open to a proper and well-managed transfer.