

Profile number

110696

Regional market leader in high-end outdoor living in southern Spain.

Located in

Belgium

Personal data

Sector

Retail non-food

Type of company

Other

Legal entity:

Limited Company

Type of transaction

Shares

Life phase enterprise

Growing

Employees in FTE

< 5

Type of buyer:

- Strategic acquisition
- Investor

Financial information

Turnover last financial year

€ 1.000.000 - € 2.500.000

Asking price

To be agreed

Earnings before taxes

€ 250.000 - € 500.000

Company history/background

Offered for sale: the entire company, legal form: Spanish S.L.U.

The company has been in existence for more than 15 years and has grown significantly, particularly in recent years. It expects to continue growing strongly in the coming years. There are many opportunities in the B2B segment, including hotels, restaurants, beach clubs and residential communities. Despite this growth potential, the owner has decided to sell the company. Given his age, he wishes to make different choices for the next stage of his life.

A large-scale, profitable outdoor experience store with a dominant market position in southern Spain. The company specializes in the high-end outdoor living segment, offering a strong portfolio that includes luxury garden furniture, outdoor kitchens, pizza ovens and premium accessories.

Unique selling points

- **A-brands & direct delivery:** The company exclusively carries renowned brands and keeps them fully in stock under its own control. This guarantees fast service in a market where long waiting times are the norm.
- **Purchasing advantage:** Thanks to direct, long-standing purchasing relationships in Asia, the company achieves margins well above the market average.
- **Premium real estate facilities:** Operations are managed from a very spacious, modern location specifically designed to welcome an international clientele, including ample covered and uncovered parking capacity.

Other

Target Group & Growth Opportunities: The region benefits from a unique demographic dynamic. The traditional expat population is being rapidly supplemented by a new generation of affluent North-West Europeans (families and entrepreneurs). For this financially strong group, optimizing the living space surrounding their luxury villa or apartment is paramount. The company is situated at the heart of this ecosystem and serves as the key fixture for this target group.

Strategic Synergy: This is an excellent opportunity for a party seeking an immediate 'flying start' in a region with enormous growth potential. The combination of a proven procurement model, a loyal customer base, and the scale of the physical location makes this a very robust investment opportunity.