

Profile number

110814

For sale: profitable B2B wholesaler in industrial supply (West Flanders)

Located in

West Flanders

Personal data

Sector

Wholesale

Type of company

Other

Legal entity:

Partnership

Type of transaction

Shares

Life phase enterprise

Full-grown

Employees in FTE

< 5

Type of buyer:

Strategic acquisition

Financial information

Turnover last financial year

Confidential

Asking price

€ 250.000 - € 500.000

Earnings before taxes

Confidential

Company history/background

Discreetly offered for sale: an established and profitable B2B wholesaler active in the industrial sector (metal construction, maintenance, ...).

The company has:

- A loyal customer base (±100 active customers, total ±500 relationships)
- Strong regional roots in West Flanders

- Wide product range (consumables, machines, PPE, ...)
- Combination of sales, technical advice, and repair service
- Limited staff structure (1 manager)

Unique selling points

Key assets:

- Recurring revenue from regular customers
- Flexible activity (fully movable)
- No dependence on exclusive suppliers
- Interesting growth potential (including e-commerce, regional expansion)

Other

Financial (indicative):

- Revenue: ± €400k – €500k
- Normalized profit: ± €80k
- EBITDA: ± €37k – €55k

Asking price:

- Target price: €375,000 – €425,000 (incl. stock)

Reason for sale:

- Retirement of manager

Ideal buyer profile:

- Technical/commercial profile
- Entrepreneur who wants to grow through an existing customer base
- Strategic player looking to expand in the region

More information available after signing the NDA.