



Data-driven online-focused B2B vehicle reseller is looking for a growth partner

PROJECT CAR

Teaser

P04649

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Company description

The main focus of the company is reselling low-mileage commercial vehicles and passenger vehicles, as well as new commercial vehicles and electric vehicles, to business customers via both online and offline channels. Additionally, the company provides financial lease and short-term car lease solutions. With a young and dynamic culture driven by innovation, the company has transformed traditional automotive reselling with its innovative sales method. Its data-driven purchasing and sales methods keep the company ahead of the competition in a constantly changing market, guaranteeing a high stock turnover rate throughout the year.

Thanks to an in-house workshop and paint shop, the company is able to offer superior quality vehicles relative to the market. Furthermore, the company has developed an in-house software system that streamlines existing business processes, resulting in a self-managing organization.

Transaction rationale

The founder and shareholder has developed the company into one of the largest vehicle resellers in the country, with close to 600 vehicles in stock. The company is now ready to expand its successful digital-focused formula to other countries, such as Germany and Denmark.

To take these steps, the shareholder is considering a full or partial sale of his shares to an experienced partner. After a transition period, the shareholder wishes to further reduce his remaining operational tasks. The company has recently appointed an operational director to take over some of the shareholder's tasks. Going forward, the shareholder is prepared to advise the new management on the further design and implementation of the company's growth strategy.

DATA-DRIVEN VEHICLE RESELLER IS LOOKING FOR A GROWTH PARTNER TO BUILD ON ITS SUCCESS FORMULA

Investment considerations



Excellent reputation with over 500 reviews on **Trustpilot**



Online reselling method allows for **international expansion**



Data-driven purchasing, sales and business processes built on an **in-house fleet monitor*** system



International purchasing network extending to **five** countries



25-50 Employees

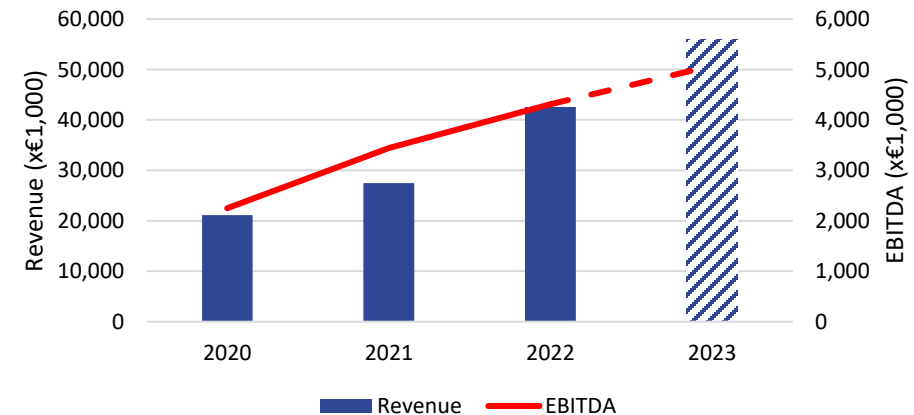


The Netherlands



~600 vehicles in stock

Revenue and EBITDA 2020-2023F



*At any time, users of this fleet monitor system can view the current stage of a vehicle and the anticipated costs per vehicle.

Contact



27 years of experience



~185 professionals



Internationally active in all sectors



Averaging 150 transactions per year



Ralph Meijer

+31 (0)6 12 70 91 20
r.meijer@marktlink.com



Laurens Heideman

+31 (0)6 82 62 11 05
l.heideman@marktlink.com



Yannieck Terpstra

+31 (0)6 27 25 28 80
y.terpstra@marktlink.com