

Profile number

109527

B2B & Vending Specialized Ecommerce**Located in**

Catalonia

Also interesting for this region (s)

Catalonia

General information**Sector**

Service industry

Type of company

Other

Legal entity:

Firm

Type of transaction

Shares

Life phase enterprise

Growing

Employees in FTE

5 - 10

Type of buyer:

- MBI candidate
- Strategic acquisition

Financial information**Turnover last financial year**

€ 1.000.000 - € 2.500.000

Asking price

€ 500.000 - € 1.000.000

Earnings before taxes

€ 100.000 - € 250.000

Company history/background

Company founded in 2017, specialized in providing food products, smoking accessories, rolling papers, and cleaning supplies to cannabis associations and clubs. The company sells through two main channels: a B2B e-commerce platform and more than 180 vending machines, serving over 160 clients. The owner and their family are planning to live outside the EU.

With a team of 8 employees, the company's activity consists of maintaining and restocking the vending machine

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network, as well as delivering B2B e-commerce orders to its client portfolio.

Unique selling points

There is growth potential both with existing clients and new ones. The company experienced 19% organic growth compared to the previous year, with estimated sales of €2M in 2025.

Other

The seller is willing to remain involved for a period of up to two years to support the new ownership. This is an ideal opportunity for an entrepreneur seeking a defensive, counter-cyclical business that does not rely on emerging technologies, and that benefits from strong customer loyalty due to the nature of the substance consumed. The buyer should feel comfortable operating within the semi-regulated environment of cannabis clubs and be aligned with a business model based on membership card sales and a significant flow of cash transactions.