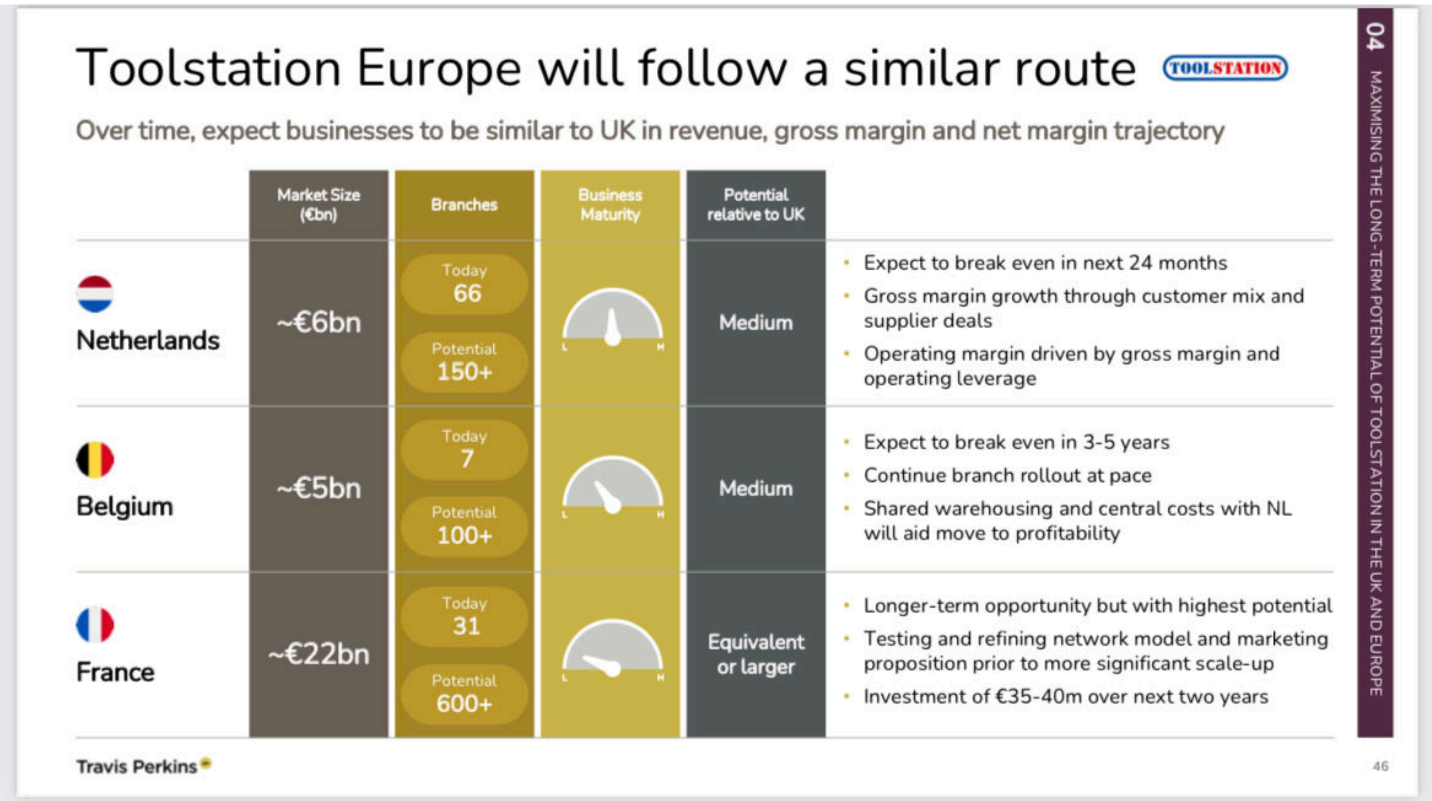
Toolstation wil naar 150+

04-10-2021 07:00

Met 66 fysieke vestigingen in de Nederlandse markt is de koek voor fysieke vestigingen in Nederland voor Toolstation nog lang niet op. Ons land zit volgens Toolstation nog vol potentie.

De analisten van Toolstation-moeder Travis Perkins schatten de Nederlandse markt in op € 6 mrd en zien ruimte voor meer dan 150 vestigingen. Binnen de komende 24 maanden verwachten ze 'break-even' te zijn in ons land.


Toolstation Europe will follow a similar route
TOOLSTATION
Over time, expect businesses to be similar to UK in revenue, gross margin and net margin trajectory
Market Size (€bn)
Branches
Business Maturity
Potential relative to UK
Netherlands
~€6bn
Today 66
Potential 150+
Medium
Expect to break even in next 24 months
Gross margin growth through customer mix and supplier deals
Operating margin driven by gross margin and operating leverage
Belgium
~€5bn
Today 7
Potential 100+
Medium
Expect to break even in 3-5 years
Continue branch rollout at pace
Shared warehousing and central costs with NL will aid move to profitability
France
~€22bn
Today 31
Potential 600+
Equivalent or larger
Longer-term opportunity but with highest potential
Testing and refining network model and marketing proposition prior to more significant scale-up
Investment of €35-40m over next two years
04 MAXIMISING THE LONG-TERM POTENTIAL OF TOOLSTATION IN THE UK AND EUROPE
Travis Perkins
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Redactie