

Toolstation wil naar 150+

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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

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

Travis Perkins 

Redactie