Setup Sheet
BizEx1182-TC: Branded Fashion Acessories Business with Two Retail Stores

Background

General Location: Los Angeles, CA
Category: Retail
Apparel & Accessory Stores
Years in Business:
Under Present Owner:
Hours of Operation:
Owner Hours:
Training: None
Organization Type:
Lease Expiration:
Lease Options:
Building Size:
Employees: 0
Reason for Sale: Family reasons

Financials

Asking Price: $1,390,000
Down Payment: Negotiable
Gross Sales: $3,450,000
Discretionary Cash Flow: $637,000
FF&E:
Inventory Included? Yes
Inventory:
Min. Operating Capital:
Real Estate Available? No
Rent:
Financing: Call

Year	2018
Gross Sales	$ 3,600,000
Gross Profit	$ 1,700,000
Disc. Earnings	$ 437,000

Broker Info

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Summary

A long-time successful fashion accessories business with a truly world class product line including handbags, scarves, jewelry, and belts.

Two separate brands with separate product lines. One brand features high-quality genuine leather products and the other offers products made of vegan leather.

The quality of the products and design is truly exceptional. A publicly traded US fashion company extended an offer to acquire the business and its product portfolio a few years ago at a substantially higher revenue multiple.

The business has two retail stores in prime West Los Angeles locations. The products are also being sold in leading US department stores as well as internationally.

Most recently, the business went through a round of restructuring, reducing the number of employees, improving logistics, cutting tradeshow expenses by $240,000, etc. The intention was to adapt the promotional strategy and focus on developing online sales channels. The net income projections reflect the implemented changes and are showing significant improvement compared with the last year's figures.

The business still has negligible online sales and virtually no presence on social media. A dedicated operator could greatly increase the bottom line, particularly since the buyers of the brand are mainly in the 20-35 age range and are likely to be responsive to the new strategy.

For contact information, please go to https://tomculo.com/.

To register as a buyer please go to Buyer Registration.

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