

Opportunity

BN000046259 – Wholesaler of Custom Apparel

Location: Southeast, US



Wholesale e-commerce apparel and fashion company that creates innovative and customized apparel for its customers. The company specializes in designing and finish-stitching leather, polyvinyl chloride (PVC), woven, embroidered, and sublimated apparel.

Bids Invited

Key Aspects

- Revenue and adjusted EBITDA grew at a compound annual growth rate (CAGR) of 40.4% and 22.6%, respectively, from 2020 through 2023
- From 2020 through 2023 gross profit (GP) margins averaged 53.4%
- The Company has sold over three million hats to-date
- Fulfilled orders in all 50 U.S. states and 27 countries
- Low customer concentration with no customer accounting for more than 1% of the Company's total 2023 revenue
- In-house graphic designers, stitchers, and sales personnel

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Internal	\$5,862	\$2,534	\$901
12/31/2021	Internal	\$10,625	\$5,895	\$1,426
12/31/2022	Internal	\$14,270	\$8,281	\$1,611
12/31/2023	Internal	\$16,216	\$9,237	\$1,660

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

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Opportunities

- Expand product offerings to include more apparel options and customization choices to attract new customers and increase sales
- Expand marketing techniques to support Company growth
- Increase the level of sales experience amongst existing employees to generate additional sales
- Capitalize on the new enterprise resource management (ERP) software, which is expected to help boost sales and operational efficiency, beginning Q3 2023

Headquartered

- Southeast, US

Current Markets

- The company primarily serves several industries, which include construction & manufacturing, hospitality, farming & hunting, team sports, municipalities & government agencies, and retailers.

Real Estate

- The company operates from a 30,000 sq. ft. facility leased from an unrelated third party. There is room to grow in the current location.

Shareholder Objectives

- The company is equally owned by two shareholders. Both owners are open to a variety of deal structures and are willing to remain with the company for a predetermined period to facilitate a smooth transition to new ownership.

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