

Online Collectible Distributor with Retail Store Front

Profile #2021

This established collectible enterprise has created a well-known brand name across a wide variety of segments including multiple card types and popular comics. The company's unique hybrid retail store and online model leverages social media for managing "card breaks" providing extremely high margins. Even through the recent pandemic, this uniquely positioned business only gained momentum resulting in sales nearly doubling from 2020 to 2021 with the same trend continuing with now over **4x SDE in 2022 compared to 2021!** With key distributor relationships in place and the customer base growing each day, this business is ready for new ownership to fully capitalize on the existing platform. This is an ideal acquisition of an entrepreneur familiar with the collectibles industry or a synergistic buyer who can further leverage the current distributor relationships and social media channels. The owners will train in the transition (time negotiable) and plan to relocate to be closer to family.

Business Highlights

- Well-Known Brand
- Repeat Customers
- Diversified Customer Base
- Trained Staff
- Strong Social Media
- Established Distributors

Purchase Price and Terms

Business **\$4,000,000**
 *Down Payment (est. at 20%) \$825,000
 *Terms (est.): 10 years, 8%, \$40,000/month
 *Assumes buyer qualifies for SBA guaranteed financing.

Corporate | History

- Established in Colorado
- Company Type: LLC
- Reason for Selling: Relocation

Location | Facilities

- 2 Colorado Locations
- 5,000 sf/3,000 sf (approx.)
- Leases with option terms

Customers

- Young and Old
- Local Retail and Online
- International Following

Sales | Marketing

- Large Social Media Presence
- TV/Radio
- Word of Mouth

Products | Services

- Variety of "Card Breaks"
- Trending Comics
- Local Tournaments

Management | Staff

- 12 full-time employees (includes owners)
- 2 part-time employees

FINANCIAL HIGHLIGHTS

	<u>Gross Sales (\$)</u>	<u>SDE (\$)</u>
2019	1,871,121	(249,600)
2020	2,988,755	36,350
2021	5,002,320	440,792
2021 (Jan-Jun)*	2,494,299	66,084
2022 (Jan-Jun)*	2,976,348	255,278

*Based on Seller's internal financial statements

ASSETS INCLUDED (estimated)

Inventory	\$700,000
Lease Hold Improvements	125,000
Furniture, Fixtures & Equipment	60,000
Total	\$885,000



All information has been provided by the Seller and is not warranted by The FBB Group, Ltd.