

Acquisition Opportunity

Importer / Distributor of High-End European Products

Client #10406

This company (based in New England) sources and sells exceptional, hard-to-find brands that have limited distribution and high margins. The company is well known in both the B2B and B2C markets that seek them out.

Their suppliers have grown with them over the years as this company has created a channel for their products with discerning, wealthy American clients. They treat their suppliers as partners and pay them on-time or, in many cases, early. Their supplier relationships have been a key part of their success for many years, but more recently, a key reason that they were able to prosper while others struggled with supply chain issues.

Their team and their systems are both highly developed ... delivering the products and experience clients expect each and every time. The owners are no longer customer-facing, and the business operates effectively without their day-to-day involvement. Leaving them time to focus on strategy, growth, and their personal lives (travel and family).

The business is doing very well (2022 revenues of \$8.4M and Adjusted EBITDA of \$3.4M) and the current owners (planning for retirement now) believe it is well positioned for a new owner to step in and build on what is already in place.

To learn more about this opportunity, please contact us at 484-534-8600 or info@bma1.com.