



BN000052658

RETAILER FOR STREETWEAR FASHION WITH ONLINE SHOP

← BACK



REQUEST MEMORANDUM

ASK A QUESTION



HIGHLIGHTS

GEOGRAPHY
Germany

INDUSTRY

REVENUE EBITDA

The company is a **retailer for streetwear fashion**, which sells its products via its **retail store** as well as its own **online shop**.

OPPORTUNITY CONTACT DETAILS



FINANCIALS

KEY ASPECTS

OPPORTUNITIES

FINANCIALS

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA
Dec 31, 2022	Actual	€3,929	€1,790	€1,014
Dec 31, 2023	Actual	€3,785	€1,747	€933
Dec 31, 2024	Draft	€3,482	€1,802	€908
Dec 31, 2025	Draft	€2,998	€1,784	€912
Dec 31, 2026	Forecast	€2,700	€1,653	€774

KEY ASPECTS

- The replication of the successful outlet concept in further German cities as well as the implementation of a **dedicated online marketing strategy** offer
- Comprehensive product portfolio with a slight focus on sports apparel, in particular basketball, **attracts a large customer group of young adults**.
- Unlike large chain stores, this company still has a **clear focus on customer service** and sets high quality standards to its sales personnel, underlined **rating**.

- The company established a very **successful procurement strategy**, which allows for a high degree of agility to be able to **adapt to emerging trends on**
- **Resistant business model**: although predominantly operating in offline retail, the company remained profitable during Covid-19.

OPPORTUNITIES

- Comprehensive portfolio of **>4,500 products** by **over 80 renowned brands**.
- Established an **outstanding outlet concept**, which is **successful for almost 30 years**.
- **Excellent customer rating** as proof for the company's customer service.
- The **replication** of the outlet concept in further German cities is likely to **facilitate further company growth**.
- Invest in the **optimization and professionalization** of its own webshop to boost sales growth even further.

(/inviteconfirm)

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