

# E-COMMERCE BRAND

## in JEWELRY

E-commerce brand focused on D2C shop in the personalized jewelry niche. Consistent seven-figure annual sales with strong margins and a great asset setup.

**CHANNEL** 

**MARKET** 

**GROWTH >100%**

### HIGHLIGHTS & TERMS

#### PRODUCT & MARKET

- Comprehensive product portfolio strategically positioned within the niche
- Strong growth potential fueled by an already developed product pipeline
- Stable market growth with strong D2C webshop and good marketing mix

#### MOTIVATION FOR SALE

- The brand's growth requires advanced structures beyond their current leadership style
- Refocusing on creative ventures with agile, entrepreneurial teams and their future brand in the shoe industry

#### OFFER REQUESTS

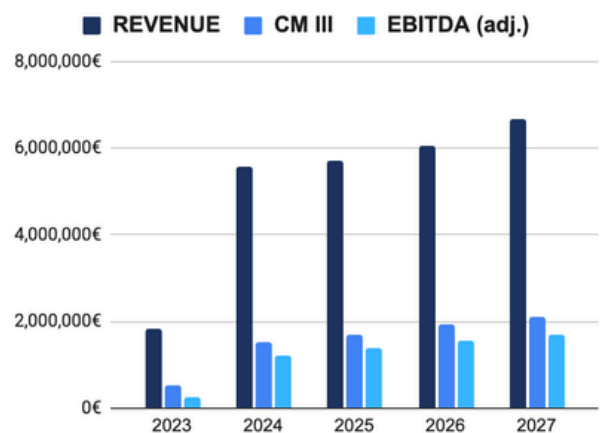
- Market-standard multiple evaluation based on >2.5x the LTM adjusted EBITDA
- Evaluation based on scalability, lean setup, streamlined portfolio & expansion potential
- 100% share or asset deal is possible

#### POTENTIALS

- Developing new product lines to address evolving customer needs
- Big potential through global expansion and savings on the supply chain
- Opportunities to optimize already running Webshop

### FINANCIALS & SALES

#### ANNUAL KPIS



#### GROWTH ANALYSIS

#### FORECAST

	2023	2024	2025	2026	2027
<b>REVENUE</b>	€1.8M	€5.6M	€5.7M	€6.1M	€6.7M
Growth	-	+204%	+2%	+6%	+10%
<b>CM III</b>	€0.5M	€1.5M	€1.7M	€1.9M	€2.1M
Growth	-	+196%	+11%	+15%	+10%
<b>EBITDA (adj.)</b>	€0.3M	€1.2M	€1.4M	€1.5M	€1.7M
Growth	-	+382%	+13%	+13%	+10%

#### SALES FOCUS



#### CHANNEL

100% Webshop



#### MARKET

100% DACH



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