



Multi Channel Fabric & Homeware Retailer

Well established (2002) retailer of fabrics and accessories to the consumer market. Business has moved rapidly to being 95% online with a well systemised e-commerce process providing good customer journeys

Opportunity Overview

Multi-channel retailer of fabric, curtains, homeware, accessories and sundries 99% B2C, 87% via own e-commerce site.

Channels

95% B2C, rest is trade but no accounts 87% online 69% Fabrics only, 15% made to measure. Clientele is nationwide, generally mid to upper.

Financial Highlights

49% gross margin

29% Direct costs

14% operating margin (unadjusted)

Cashflow positive

Light b/s other than c500k stock held, benefits from good relationships and buying power

Balance Sheet

Fully equipped with modern, fit for purpose assets, and cash rich. No significant fixed assets (total £307k of which leasehold improvements is £240k), as at Jan 21 balance sheet value was £1.16m

Product Mix

"Discounter" model with some clearance and end of line stock

Most products are continuous, many well known brands complimented with strong own label offering

All purchased ad hoc, no supplier reliance

*Fabrics (66%) *Curtains (20%)

*Sundries (5%) *Homeware (5%)



*Above information is provided by the seller. The Business Board makes no representation or warranty as to the accuracy, completeness, or reasonableness of this information.

A full profile is available once a non-disclosure agreement has been signed.

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