

30 Year Exclusive Cosmetic Importer



Offered for \$2.4mm, this sole licensed distributor of high-end cosmetics has been the exclusive US agent of a prestigious European company for 30 years. Products are sold through a national distribution network and all warehousing and shipping is outsourced.

This is a wonderful turnkey operation for a strategic buyer who can easily take this business to the next level. Ownership has zero employees, and the husband and wife team only work

25 and 15 hours per week, respectively. Think of being the sole US licensee as an annuity as it has been for 30 years for the current owner.

This "C" corporation company has just invested in a new state of the art website with all the social media links. In addition, one product has gone viral on Amazon. Margins and cash flow have held up well during the downturn in the economy. In addition, a boutique, category killer cosmetic retailer has placed a 160-store order. Currently and historically, there has been very little client concentration with less than 1% market penetration.

Source	Tax Return	Tax Return	YTD Sept 2013
Year End	12/31/2011	12/31/2012	Pro-Rated
Sales	\$ 1,123,421	\$1,366,844	\$1,348,097
COGS	\$ 501,481	\$676,539	\$697,709
Gross Profit	\$ 621,940	\$690,305	\$635,920
Owner's Benefit	\$588,851	\$575,932	\$558,510

The perfect buyer(s) would be a husband and wife team with at least \$400,000 to invest. SBA financing is in place for the balance. In addition, the company will make a compelling acquisition for someone in the cosmetic industry or with a Retail/Distribution background. Alternatively, a sales/marketing team can easily take it to the next level from a solid, 30-year old base. *Note: Any buyer would need to be approved by the European manufacturer.*

For more information about this once in a lifetime and exciting business opportunity, contact Chris Curtin at Bankers Advocate Group via chris@bankersadvocate.com, (561) 882-1331 or visit www.bankersadv.com.