

## E-COMMERCE B2B DROPSHIPPING BUSINESS

**\$6,495,000**



This profitable e-commerce textile business has grown exponentially since its inception in 2014. Revenues were up 95% and earnings more than doubled in 2020 based on diversification into new products and market segments.

Global supply chain with 22 vendors in four customer verticals provides for great product and customer diversity. Virtual business model with no physical inventory. Great reviews and repeat business.

Two owners spend less than 40 hours/week combined on this business and are ready to pursue other business interests. We believe this business would be an ideal acquisition candidate for an experienced e-commerce entrepreneur, an industry buyer, or a financial buyer.

### BUSINESS ATTRIBUTES

- Record Revenue Growth Each Year
- No Physical Inventory--Minimal Working Capital Required
- Relocatable to Anywhere in the World
- Extremely Low Customer Concentration
- No W2 Employees-All Contract Labor
- 22+ Vendors--Diverse Supply Chain
- No Accounts Receivable
- Work-From-Home Business

#### **Corporate & History**

- Established in 2014

#### **Location & Facilities**

- No warehouse needed
- Business is relocatable
- Staff works remotely

#### **Customers**

- Over 46,000 customers served
- Healthcare
- Hospitality
- Food Service
- Industrial

#### **Sales & Marketing**

- SEO
- Pay Per Click
- Email campaigns

#### **Products**

- Apparel
- Aprons & Smocks
- Bedding
- Towels
- Accessories

#### **Management & Staff**

- 3 FT and 2PT employees (including owners)
- Customer Service leader

### FINANCIAL INFORMATION

YEAR	REVENUES	SELLER'S DISCRETIONARY EARNINGS
2018	\$2,488,171	\$305,794
2019	\$3,758,273	\$449,839
2020	\$7,355,665	\$1,059,080
2021 (budget)	\$10,022,887	\$1,486,221