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Negócio estabelecido de comércio eletrônico de tabaco

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Negócio estabelecido de comércio eletrônico de tabaco

Obter a maior participação de mercado do negócio na Suécia por meio da compra dessa empresa. O negócio que é conduzido hoje consiste em um site de comércio eletrônico com vários endereços da Web patenteados na Europa, nos EUA, na Índia e no Canadá. Agência geral para várias marcas na Suécia, incluindo o maior fornecedor de papel para enrolar da França.

A empresa tem um registro de clientes com aproximadamente 120.000 endereços de e-mail, 50-60.000 destinatários de SMS e clientes recorrentes de toda a região nórdica, Inglaterra e Alemanha. A empresa também tem aprox. Com mais de 400 clientes varejistas registrados atualmente, eles têm pouquíssimos custos de marketing, pois contam com o "boca a boca" dos clientes, o que deixa espaço para crescimento adicional com o marketing certo.

Atualmente, há uma loja física onde os clientes podem comprar diretamente, com um depósito de onde os pedidos dos clientes são recebidos e entregues em um prazo de 1 a 3 dias.

Empresa familiar muito fácil de gerenciar e totalmente automatizada. Altamente otimizado com mais de 20 anos de experiência aplicada. Alta lucratividade com ótima reputação no mercado. 4,8/5 de mais de 3.400 usuários verificados no Trustpilot. Lucro todo ano e bons investimentos na empresa.

A empresa gera alta receita com uma equipe de apenas 10 funcionários devido à sua presença de longa data nesse nicho do setor de varejo de parafernália e agora também de vapes.

Visão geral dos produtos e serviços

- Parafernália para fumantes.
- Produtos de CBD.
- Cigarros eletrônicos.
- Ferramentas de vaporização.
- Produtos de vidro.
- Tubulações de água.
- Tubulações.
- Bongos.
- Cigarros à base de ervas.
- Sementes.
- Papéis de enrolar.
- Bolsas.
- Carrinhos.

Visão geral dos ativos

Armazém inteiro com prateleiras e equipamentos de embalagem, incluindo toda a infraestrutura de TI (servidores, computadores etc.), desktops e inventário de escritório e PCs e outros produtos relacionados a TI e um carro/van usado no negócio.

Visão geral da capitalização

A empresa é totalmente autofinanciada e os investimentos são feitos a partir do lucro e não tem, como principal, nenhum empréstimo ou dívida, além de ter uma situação

TARGET PRICE
$4,700,000

GROSS REVENUE
$3,000,000

EBITDA
$0

BUSINESS TYPE
Empresas De Comércio Eletrônico

FACILITIES
O negócio é conduzido em instalações alugadas de aprox. 800 metros quadrados no andar térreo, no meio de um centro de negócios chamado "Solna Business Park", na parte nordeste de Estocolmo. O arrendamento está incluído na compra, como parte do acordo da empresa. As instalações estão divididas em aproximadamente 100 m². m. escritório, 100 m². m. e uma loja/showroom de 600 m². m. armazém totalmente otimizado.

COUNTRY
Suécia

BUSINESS ID
L#20230441

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financeira muito boa, com apenas dois coproprietários que possuem 50% cada.

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