

In this commercial document, we present the opportunity to invest in a footwear retail company in Portugal

Company recently founded with two physical stores and an online store.

It sells shoes for men, women and accessories such as bags, insoles, belts and wallets.

Owner of its own brand of shoes since 1993, which it sells exclusively.

It is a representative of an international shoe brand.

Income statement (€)	2019H	2020H	2021H	2022H
Turnover	1,187,637	779,398	902,677	822,508
<i>% growth</i>	<i>n.a.</i>	<i>-34.4%</i>	<i>15.8%</i>	<i>-8.9%</i>
Gross margin	443,063	300,814	307,330	403,897
<i>Gross margin %</i>	<i>37.3%</i>	<i>38.6%</i>	<i>34.0%</i>	<i>49.1%</i>
EBITDA	31,729	-47,596	31,756	12,025
<i>EBITDA margin %</i>	<i>2.7%</i>	<i>-6.1%</i>	<i>3.5%</i>	<i>1.5%</i>
Net income	13,615	-63,820	8,684	-4,595
<i>Net income %</i>	<i>1.1%</i>	<i>-8.2%</i>	<i>1.0%</i>	<i>-0.6%</i>



Company with a solid structure, currently with 7 employees.



Average gross margin over the last 4 years of 40%.



Minimum CAPEX needs since the majority of the investment in fixed assets has already been made.



Investment in average working capital of 32 thousand euros per year.



Company sold with around 235 thousand euros of debt and 13 thousand euros of cash and bank deposits.



Current inventory with a value of aprox. 300 thousand euros.