

We hereby present in this commercial document, the opportunity to invest in a clothing brand in Portugal

The company was founded 30 years ago and currently has an established clothing brand in the Portuguese market. It offers clothing for festive occasions such as weddings and baptisms, as well as some casual lines. The brand has clothing for all styles, genders, and ages, always guaranteeing the maximum quality of its products.

Income statement (€)	2019H	2020H	2021H	2022P	2023E
Turnover	1,750,652	644,965	1,142,042	1,792,457	2,043,401
<i>% growth</i>	<i>n.a.</i>	<i>-63.2%</i>	<i>77.1%</i>	<i>57.0%</i>	<i>14.0%</i>
Gross margin	1,082,225	384,289	704,170	1,059,402	1,205,607
<i>Gross margin %</i>	<i>61.8%</i>	<i>59.6%</i>	<i>61.7%</i>	<i>59.1%</i>	<i>59.0%</i>
EBITDA	348,954	-14,637	568,363	364,398	424,406
<i>EBITDA margin %</i>	<i>19.9%</i>	<i>-2.3%</i>	<i>49.8%</i>	<i>20.3%</i>	<i>20.8%</i>
Net income	208,907	-111,652	455,458	256,722	301,599
<i>Net income %</i>	<i>11.9%</i>	<i>-17.3%</i>	<i>39.9%</i>	<i>14.3%</i>	<i>14.8%</i>



There has been a growth in the volume of business of 77% and 57% in 2021 and 2022, respectively, reaching levels higher than pre-pandemic levels

28%

There has been a growth of 28% in sales in the first 3 months of 2023 compared to the same period last year



The retail store is located in one of the most important, diverse, and busiest shopping centers in the country

10%

In 2022 and early 2023, the store was in the top 10% of stores with the highest sales in the shopping center



The target audience is national and PALOP countries' customers



All sales are cash and CAPEX needs are reduced

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In 2022, the company achieved an average revenue per employee of 163 thousand euros



The company is sold without any bank liabilities or non-current encumbrements



There is an excellent opportunity for business expansion, as the business model can be easily replicated, given the brand's high recognition. The management team recognizes that opening a store in another region of the country would be a relevant strategic decision



The owners wishes to retire

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