



ABERCORN BUSINESS SALES
SUCCESSFULLY SELLING YOUR BUSINESS



Successful E-Commerce Business for sale. Amazon Seller with Superb Ratings, eBay Top-rated Seller, Own websites.

Fully Relocatable

Asking Price: £750,000

Reference: ECA-014 | Business Memorandum

Asking Price: £750,000 plus Stock (circa £250,000 to £300,000)

Annual Sales: circa £2,228,000

Gross Profits: circa £1,060,000

Pre-Tax Profit Exceeds: circa £365,000.

Complete turnkey, proven, established, and profitable business.

Business Profile :

This successful business is a well-run, profitable, growing business that imports their own branded private label products from China and then sells them on Amazon (superb reviews) and eBay (Top-rated Seller), together with their robust E-Commerce websites. The business is predominantly seller fulfilled and not FBA which allows larger profit margins.

The business covers various product sectors, including gym and sports products, computers and television products, DIY products, Car and bike accessories, pet products, and various other products, including home products, which they have found to sell well.

The business benefits from year-on-year growth, excellent supplier relationships, a history of 15+ years of trade, superb Amazon Ratings, and is an eBay Top-rated Seller. This is a complete turnkey business model. The successful purchaser will enjoy full training and handover from the current owner.

The business offers competitive pricing with excellent customer service and benefits from outstanding reviews. This is a unique opportunity to acquire a complete turn-key E-Commerce Business with no reliance on a single product, sector, or supplier.

Seven Main Sectors:

Computers and television products: Monitor mounts and stands, cable accessories, TV brackets, accessories, etc.

DIY: Storage items, tools, rollers, and trolleys, etc.

Mobile Phones: Phone and tablet accessories

Cars and Bikes: Covers, accessories, organisers, storage, security, repairs, maintenance, etc.

Fitness: Aerobiotic and strength training, cycling, machines and benches, yoga, Pilates, etc.

Pets: Comfort, travel, leads, mats, scratch posts, trees, etc.

Essentials: Hobbies, garden, and home essentials, etc.

This successful business has an excellent turnover of £2,228,000 with gross margins exceeding 47.5%.

Growth and expansion:

The business has demonstrated year-on-year growth, with ample opportunity for further expansion. The

business continues to grow and expects another record year this year.

The business has many established product lines that have excellent reviews and positions on the online marketplaces.

Technology.

The business operation is operated by an order management software.

Marketplace:

The products are sold on Amazon, eBay, and their own websites.

Established: 15+ years.

Business reputation:

This e-commerce business has outstanding reviews on the marketplaces, eBay and Amazon, as well as on their own websites.

Financials Details:

The business enjoys sales of circa £ £2,228,000 Million annually, with gross margins exceeding 46% (Gross Profits £1,060,000) and pre-tax profits exceeding £365,000.

Asking Price: £750,000 plus Stock (circa £250,000 to £300,000)

Annual Sales: £2,228,000.

Gross Profits: £1,060,000

Pre-tax profits exceeding: £365,000

Suppliers:

Current suppliers who are excellent to work with, with excellent supplier relationships, the business is continually adding new products, however, it would not be difficult to change suppliers if required. The business has no reliance on a single product, sector, or supplier.

Quality Assurance Standards:

Products are quality-checked by suppliers. Should there be any issues, the problem is solved with the suppliers.

Advertising and Marketing:

The business reaches its customers by using Amazon, eBay, and their own websites.

Customer service:

The business gets orders out on time and resolves any issues immediately.

Key strengths:

This is a unique opportunity to acquire a well-established, respected business with a diversity of product lines that sell well.

Key opportunities:

The easily identified key opportunities are the expansion of the product lines, expansion to selling in Europe and an increase to the social media presence, which will get more sales through to the websites.

The market outlook:

The online retail industry is growing yearly, and the 2024 e-commerce's growth rate worldwide is expected to be at 9.4%.

Property:

Leasehold with yearly rent reviews.

The lease can be renewed or the whole business can be relocated elsewhere if that is preferable.

Annual rent

£30,250 + VAT. This includes service charges.

Rates

£13,972

Property description:

The business operates from modern quality offices, with a fully fitted kitchen, toilets with secure warehousing, circa 7,000 square feet, in a pleasant location surrounded by paddocks and woodland, with car parking. The business benefits from site security provided by CCTV and steel gates at the entrance.

Services: Gas, Electricity, Water Main, Sewerage, Broadband

Business Hours:

Monday to Friday, 8.30 am to 5 pm.

Support and training:

The seller will provide full support, handover and training, to the successful purchaser, based on your needs.

Reason for sale:

Moving abroad

Next Step: To Register Interest, you will need to fully complete our Confidentiality Agreement form.



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Next Steps & Contact

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