

BUSINESS FOR SALE ON AN ACCELERATED BASIS

BRIEFING NOTE

PROJECT SWIMWEAR – MANUFACTURE OF WOMEN’S CLOTHING – WEST YORKSHIRE

Opportunity

An opportunity exists to purchase the business and assets of a business based in West Yorkshire which designs and manufactures women’s lingerie, swimwear and active wear.

The Company has built up a number of relationships with factories in the Far East and supplies a number of blue chip retailers.

Recently, due to changing market conditions, the company invested in and launched its own direct to consumer brand in partnership with a well recognised global events company of the same name aimed at women aged 18 to 30. Significant investment has been made in developing the website and building an audience on their social media platforms. In the peak trading months during the summer the website started to beat industry conversion rates and could have maintained growth if further investment was available for product and marketing.

Response to the brand was extremely positive and it is now being stocked with a leading online multi brand e-tailer as well as having had concessions within several high street stores. It is felt that there are a multitude of growth opportunities both online and from business to business trade going forward.

The business has achieved the following results:

	Management Accounts Period Ending 18/10/2019	Filed Accounts Year Ending 31/05/2019	31/05/2018
Turnover	938,242	4,670,539	4,357,298
Cost of Sales	<u>(781,580)</u>	<u>(4,084,104)</u>	<u>(3,812,531)</u>
Gross Profit	156,662	586,335	544,767
Operating Expenses	<u>(20,007)</u>	<u>(40,493)</u>	-
Operating Profit/(Loss)	136,655	545,841	544,767
Indirect Costs	<u>(206,895)</u>	<u>(951,873)</u>	<u>(892,926)</u>
Total Net Profit/(Loss)	<u><u>(70,240)</u></u>	<u><u>(406,032)</u></u>	<u><u>(348,159)</u></u>

Ashley Horsfall

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Royce Peeling Green Limited

The Copper Room, Deva Centre, Trinity Way,
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RPG | Business
Recovery

The business has forecast that it will not have sufficient cash in order to facilitate trading and, due to the financial position of the Company, it is anticipated that the purchase will be executed at the earliest opportunity and will be a sale of the business and assets as a going concern.

The business has always achieved a good level of turnover and a moderate gross profit margin. However, in recent months it has become apparent that the business may need fresh investment in a bid to stem net losses and push the business towards an upwards trajectory using elements such as the positively received brand.

Assets Available for Sale

The majority of the businesses assets consist of stock, intangibles such as the brand and a relatively high level of book debts.

The business operates from rented offices in Leeds, England under a 12 month tenancy at will agreement.

Staff

The business employs 5 members of staff.

Deadline for Offers

Due to the urgency of this matter, all offers should be sent to Alan Coleman at Royce Peeling Green Limited by close of business on **25th October 2019.**

Requests for any further information should be made to Ashley Horsfall.

All offers should be supported by proof of funding and no later offers will be accepted.

A purchaser must be able to complete immediately.

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