

# Established E-commerce Tobacco business





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Get the highest market share of the business in Sweden through the purchase of this company. The business that is conducted today consists of an e-commerce website with several web addresses patented throughout Europe, the USA, India and Canada. General agency for several brands in Sweden, including France's largest supplier of rolling paper.

The company has a customer registry with approx. 120,000 email addresses, 50-60,000 SMS recipients and returning customers from all over the Nordics, England and Germany. The company also has approx. 400 retailer customers in its register today, they have very little marketing costs as they have relied on the customers' 'Word Of Mouth', which leaves room for further growth with the right marketing.

Today there is a physical store where customers can shop directly, with a warehouse from which customer orders are received and delivered within 1-3 days.

Very easily managed and fully automated family business. Highly optimized with over 20 years of experience applied. High profitability with very good reputation in the market. 4.8/5 from over 3,400 trustpilot users verified. Profit every year and good investments back in the company.

Company generates high revenue with a team of just 10 employees due to its long standing presence in this niche industry of retailing paraphernalia and now vapes as well.

### Products & Services Overview

- Smoking paraphernalia.
- CBD products.
- Ecigarettes.
- Vaping tools.
- Glass products.
- Water pipes.
- Pipes.
- Bongs.
- Herbal cigarettes.
- Seeds.
- Rolling papers.
- Bags.
- Trolleys.

### Assets Overview

Entire warehouse with shelves and packaging equipment including all IT-infrastructure (servers, computers etc. ), desktops and inventory of office and pcs and other IT-related products and a car/van used in the business.

### Capitalization Overview

The business is fully self-funded and investments are made from the profit and has by principal no loan or debts and has a very good financial status with only 2 co-owners owning 50% each.

### TARGET PRICE

\$4,700,000

### GROSS REVENUE

\$3,000,000

### EBITDA

\$0

### BUSINESS TYPE

E-commerce Business

### FACILITIES

The business is conducted in rented premises of approx. 800 square meters on ground floor, in the middle of a business center called "Solna Business Park" in the North East part of Stockholm. The lease is included with the purchase, as part of the company deal. The facilities are divided in approx. 100 sq. m. office, 100 sq. m. shop/showroom and a 600 sq. m. fully optimized warehouse.

### COUNTRY

Sweden

### BUSINESS ID

L#20230441

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