

Available for Acquisition: #230801

Luxury Jewelry, Piercing and Tattoo Studio Chain

Company Overview

ACT Capital Advisors is pleased to offer for acquisition a luxury jewelry, piercing, and tattoo studio chain with several locations in the Pacific Northwest. The Company also has an online retail jewelry store. The Company offers the most professional piercing and tattooing experience to its clients, with unmatched service, quality, and health and safety standards. The Company has established itself as a premier place to work, enabling it to attract and retain top talent in the industry. Additionally, it features a massive range of the industry's most stylish piercing jewelry from many of today's top designers.

Investment Highlights

- **Experiential Retail.** The Company has created a unique market position by providing piercing services and jewelry, creating unparalleled value with the largest selection of 14k gold piercing jewelry in its region.
- **Experienced Employees.** The Company has focused on recruiting only the highest caliber of piercers and tattoo artists. All locations are accredited by the Association of Professional Piercers by adhering to globally recognized best practices.
- **Strong Supplier Relationships.** The Company has fostered positive relationships with all its jewelry suppliers. Additionally, it has a special relationship with a well-respected jeweler, including local exclusivity, which would continue with new owners.
- **Highly Desirable Locations.** All of the Company's stores are in highly trafficked areas, rich with target customers.
- **Deep & Loyal Client Base.** The Company has a wide variety of client types. Additionally, jewelry is over 70% of revenue, increasing opportunities for repeat client interactions.

Growth Opportunities

- **Advance Marketing Strategy**
SEO and online advertising
- **Open New Stores**
Leverage proven business model
- **Increase E-Commerce**
Ramp up promotion and marketing for this business segment



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Summary Financial Information

	2019	2020	2021	2022	2023E
Sales	\$3,387,716	\$2,663,609	\$4,386,437	\$4,585,106	\$4,814,361
Gross Profit	\$2,066,867	\$1,681,270	\$2,654,749	\$2,858,902	\$3,020,049
Adj. EBITDA	\$978,175	\$361,121	\$914,826	\$764,097	\$777,973

Contact Information

For more information, please contact:

ACT Capital Advisors, LLC
7525 SE 24th Street, Suite 630
Mercer Island, WA 98040

Interested parties should execute the attached Non-Disclosure Agreement (NDA) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (CIM).

NDAs and CIM requests should be submitted to Garrison Glisson.



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