

Apparel & Accessories Distribution Business for Sale Melbourne



For Sale

Location: **Melbourne**
Asking: **Register your Interest**
Type: **Wholesale/Distribution**

Licensing Apparel & Accessories Distribution Group Forecast \$1,094,494 Profit FY2025

Exclusive rights to top Australian brands and distribution network into Major Australian retailers. Indent sales model of 50% increase in revenue secured into 2025 and 20% YoY forecast into 2026 and 2027.

National Licensing Apparel and Accessories Distribution group in various apparel categories & accessories; operating nationally across Australia and in New Zealand. Mostly Wholesale with some retail direct-to-customer channels.

This business is presented as a prime opportunity for an acquisition from a larger business with a similar model looking to leverage not only the current business operations; but also both the brand licenses for further product development and the customer channels with national retail partners.

This business model is a mostly wholesale distribution group working nationally; with an ability to be operated remotely from anywhere in Australia.

With 3 established brands under their IP; in addition to 15 (ever-growing) exclusive distribution rights to global and national licensed brands in the apparel and accessories space.

Working with some of Australia's largest brands, this business operates a simple yet diverse product line selling into Australia's largest national retailers and department stores.

As an indent sales model, revenues are secured up to 18 months in advance with 2025 seasons already committed; making forward budgeting and forecasting extremely accurate for managing strategy and operational efficiencies.

This business is well positioned for an acquisition from an existing business model looking to leverage the operations, existing brand licenses and distribution channels into Major Australian retailers.

The owner is open to staying on for a transition period to ensure a successful handover.

Some Key features.

- A "Plug n Play" opportunity for an existing operation to acquire business
- Indent sales model, with revenues secured up to 18 months in advance
- Strong track record of sales growth with current 30%+ YOY sales growth into 2026
- Exclusive brand licenses with Globally recognised brands
- Sales agreements in place with Major Australian retailers
- 3 brands owned by businesses with complete IP in place
- Small core team requirements with contractor network in place for team efficiencies

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Business Brokers Network
Australia
Broker Ref: 22802



- Small stock holding requirement
- 2025 Budgeted sales to reach \$3,899,676 with most sales locked in place in 2024
- 2026 projection to grow to \$4,679,611 in revenues
- Strong NET profit (adjusted) growth presented up to \$1,094,494 in 2025.
- 3PL logistics in place for ease of product distribution
- Highly detailed financial planning and sales report system in place
- National merchandising team (contractors) in place to support national sales strategy
- Access to retailer data for new product demand and growth opportunities
- Ability to be operated from anywhere. Recommended Eastern states.
- Small holding stock in warehouse (approx \$100,000)
- Efficient stock management from order to deliver to minimise holding stock long term

Information will be available on the 6th of October to approved parties with a deadline for expressions of interest on the 22nd of November.

Copy and paste this link to complete the confidentiality agreement - <https://form-morgan-business.web.app/form/znMRjDqJc1N61mi9rWqP>

