

Profile number

110355

Luxury custom clothing company

Located in

North Brabant

Personal data

Sector

Retail non-food

Type of company

Clothing store

Legal entity:

Sole Proprietorship

Type of transaction

Assets / liabilities

Life phase enterprise

Full-grown

Employees in FTE

< 5

Type of buyer:

- MBI candidate
- Strategic acquisition

Financial information

Turnover last financial year

€ 250.000 - € 500.000

Asking price

€ 250.000 - € 500.000

Earnings before taxes

€ 100.000 - € 250.000

Company history/background

The company was founded in **2007** and has since built a strong position in the luxury bespoke clothing industry. Based in the Southern Netherlands, the company focuses on supplying high-quality custom clothing, including suits and shirts, to both business and private clients. Through a combination of personal service, exclusive fabrics, and efficient business operations, the company has built a loyal client base, including prominent companies such as ASML, DAF, and VDL.

The company's core activity is offering luxury custom-made clothing, including:

- **Bespoke suits** : Tailor-made suits from high-quality fabrics such as Loro Piana and Ermenegildo Zegna.
- **Shirts** : Luxury shirts that are fully made to measure.
- **Accessories** : Additional products such as belts and linings.

The company operates exclusively by appointment, ensuring a personal and exclusive experience. Customers are guided from advice on fabrics and fits through to the garment fitting. Production is carried out by reliable suppliers in China, Portugal, and Turkey, with an average delivery time of three weeks.

Unique selling points

The company distinguishes itself by:

1. **Exclusive Fabrics** : Use of high-quality fabrics from renowned brands such as Loro Piana and Ermenegildo Zegna.
2. **Personal Service** : Customers are fully guided, from advice to delivery, with a focus on quality and attention.
3. **Flexibility** : No stock, everything is ordered to measure, which ensures efficient business operations.
4. **Strong Customer Relationships** : A loyal customer base, including prominent companies and international clients.
5. **Private Label** : Using a private label ensures better margins and exclusivity.
6. **Efficient IT system** : A user-friendly platform for entering sizes and orders, which is easily transferable to a new owner.

Other

- **Location** : Located in the Southern Netherlands, with a retail area of 50m².
- **Rental Agreement** : Flexible rental agreement for an indefinite period, with a one-month notice period. Rent amounts to €1,825 per month including gas, water, and electricity (and VAT).
- **Financial Structure** : Revenue in 2025 amounted to €307,000, with an average revenue per customer of €1,024. The normalized net profit can be calculated by eliminating private expenses.
- **Customer base** : 304 customers in 2025, with a mix of existing and new customers.

- **No Staff** : The company is run entirely by the owner, which keeps operating costs low.

The ideal buyer:

- Has an affinity for luxury bespoke clothing and personal service.
- Is willing to continue the existing concept and expand it further.
- Possesses commercial skills and a customer-oriented attitude.
- Can maintain relationships with both customers and suppliers.
- Is interested in a hands-on role or can lead a team to manage daily activities.