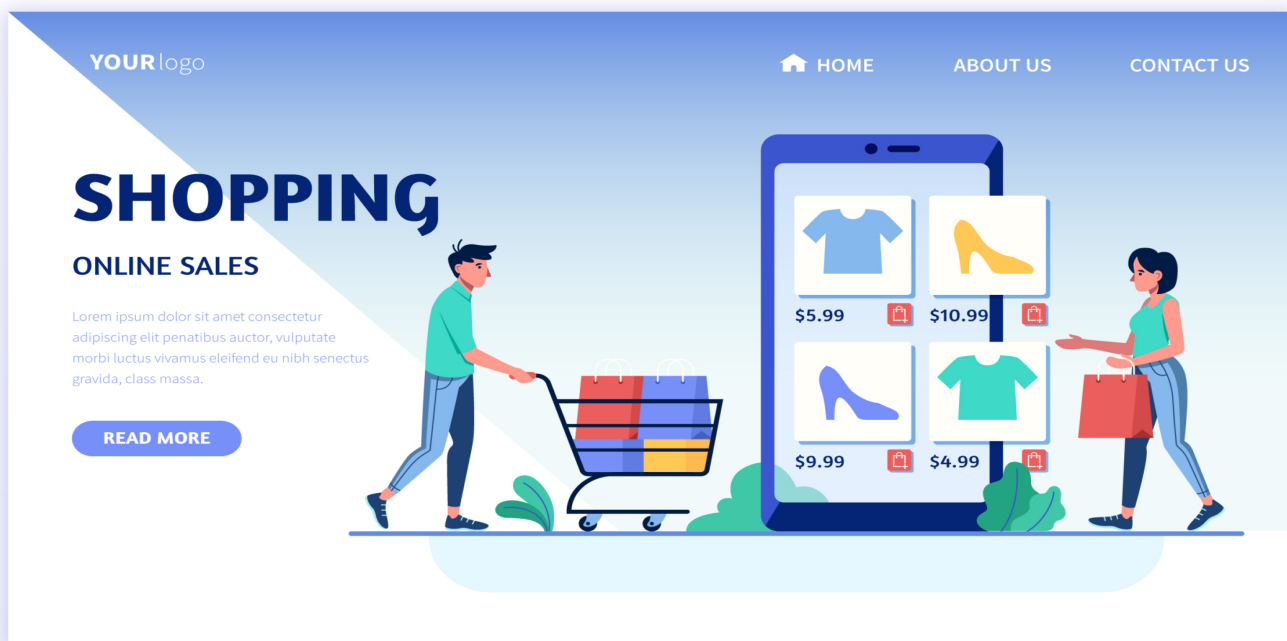



# 成立 3

# 年的保健与营养补充品电



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**MERGERSCORP**

## 3

可供收购的是一个电子商务平台，致力于为诊断出患有肾病的个人提供支持。每 7 个美国人中就有 1 人、全世界每 10 人中就有 1 人受到肾脏疾病的影响，因此亟需管理和治疗这种疾病的信息和资源。遗憾的是，许多人并不知道肾病是可以预防和治疗的。即使是透析患者，也有机会改善肾功能，在某些情况下还可以完全脱离透析。

该公司于 2009 年推出了一项重要的在线计划，通过饮食、草药、营养医学、冥想、运动和心态实践等综合方法，为自然支持和潜在改善肾功能提供全面指导。

此外，他们还生产该计划推荐的高品质营养和草药补充剂。2021 年推出了补充剂。

## 概述

- o 目标受众：肾病患者
- o 创建年份：2009
- o 服务对象：25,000+
- o 无债务企业
- o 利润：50 万美元（2019 年），200 万美元（2022 年）；增长率：30%+（与去年相比）
- o 重点地域：美国和全球 – 90% 的客户来自美国

注–所示为 2023 财年的财务数据。TTM（22 年 7 月至 23 年 6 月）收入为 2,772,283 澳元，EBITDA 为 1,033,620 澳元。

## 要点

- 重复收入；多种收入来源（补充剂、在线计划、追加销售、联属销售、第三方发送、YouTube 频道（如果优化））。
- 增加订阅营养补充品收入的机会
- 最少的时间投入 – 无需所有者投入太多，即可顺利开展业务，并可在任何地点开展业务
- 高质量的独特产品，高利润率
- 高度参与的电子邮件列表
- 一个品牌和两个主要产品的商标名称
- 在迅速扩大的肾脏天然保健市场中占据主导地位，竞争非常小
- 十多年来的网络形象和声誉

## TARGET PRICE

AUD 7,000,000

## GROSS REVENUE

AUD 2,800,000

## EBITDA

AUD 1,400,000

## BUSINESS TYPE

互联网企业

## SUPPORT &amp; TRAINING

公司所有者愿意提供培训和过渡期。这

## REASON FOR SELLING

业主是一对夫妻，他们已经离婚，各自的客户来自美国。

## COUNTRY

澳大利亚

## BUSINESS ID

L#20240783

- 由医生和肾脏营养师推广
- 忠实客户-产品帮助了急需帮助的人们，并为人们的健康带来了其他地方无法获得的惊人效果

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*The projected financial information contained in the Memorandum is based on judgmental estimates and assumptions made by the management of the target Company, about circumstances and events that have not yet taken place. Accordingly, there can be no assurance that the projected results will be attained. In particular, but without prejudice to the generality of the foregoing, no representation or warranty whatsoever is given in relation to the reasonableness or achievability of the projections contained in the Memorandum or in relation to the bases and assumptions underlying such projections and you must satisfy yourself in relation to the reasonableness, achievability and accuracy thereof.*

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