

QUARTZ

Investment Opportunity

in '000 EUR

A0443

Overview

Region	Holland, North Brabant	FY 23 Sales	3.853,99	kEUR
Industry	Bicycles	FY 23 EBITDA	-	6,25 kEUR
Employees		Investor Pref.	Entrepreneur with added value through network and / or experience or financial investor	

Business description

The Company was founded in 2018 with the idea of creating a stylish electric city bike with the battery and motor concealed. The bike is unique, with its lightweight aluminium frame, slim tires, and hidden battery and motor, providing effortless city riding. Unlike its competitors, the Company's first omnichannel approach ensures solid after-service, making its business model future proof.

Budget

in '000 EUR

	2023e	2024e	2025e	2026e	2027e
Sales	3.854	10.063	18.875	27.475	35.488
Sales growth		161,11%	87,56%	45,56%	29,17%
Gross Profit	814	2.322	4.352	6.612	9.344
Gross Profit		185,32%	87,42%	51,93%	41,32%
EBITDA	-6	649	693	2.345	4.454
EBITDA growth		-	6,86%	238,31%	89,97%
Result	-210	537	622	2.311	4.429
Result growth		-	15,84%	271,73%	91,69%
EBITDA Margin	-0,16%	6,44%	3,67%	8,53%	12,55%

Key business features

- the e-bike market is growing due to political commitment, environmental awareness and urbanization. EU market expected to grow from 12 billion EUR in 2022 to 35 billion EUR by 2030.
- E-bikes gaining popularity among young city commuters due to their cost effectiveness, energy efficiency and zero emissions
- Omnichannel sales strategy
- Steep sales growth
- Not only selling bikes, but also strong after sales service
- Urban design e-bikes at an affordable price

Investment opportunity

Type	Equity (12,5%)	Convertible subordinated Bond
Amount	€ 1.000.000	€ 1.000.000
Annual interest		
Duration	4 years (possibility of early repayment)	
Use of proceeds	10%	Product development
	15%	Organization & Team
	50%	Working capital
	25%	Marketing & Sales

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