

E-COMMERCE • SPECIALTY COFFEE

Patented Wellness Coffee Brand with Dominant Market Position

The only U.S. coffee brand backed by a patented roasting process and published research, generating \$3.34M TTM revenue across Amazon, DTC, and retail with 85%+ repeat purchase rates.

ASKING PRICE

\$3,537,552

48x Monthly Multiple

\$3.34M

TTM REVENUE

\$884K

TTM PROFIT

26%

PROFIT MARGIN

4,800

SUBSCRIBE & SAVE USERS

BUSINESS MODEL

Multi-Channel

FIRST MADE MONEY

2014

OWNER INVOLVEMENT

50 hrs/week

TEAM SIZE

25 Employees

CUSTOMER MARKET

United States

TREND

Stable

Investment Highlights

- ✓ Only U.S. coffee brand with a patented roasting process — a legally defensible competitive moat.
- ✓ 4,800 active subscribers at 89.6% 30-day retention driving highly predictable recurring revenue.
- ✓ 85%+ monthly repeat purchase rate across both Amazon and direct-to-consumer channels.
- ✓ Diversified multi-channel presence: Amazon (76%), Shopify, Walmart, and 700+ retail locations.
- ✓ 40,000+ email subscribers and a largely untapped paid social presence offer immediate growth levers.

Growth Opportunities

Paid Social Expansion

DTC acquisition via TikTok and Meta is underdeveloped; focused content spend could drive substantial new customers.

K-Cup SKU Growth

Newly launched single-serve pods show early traction; expanding velocity and SKU depth drives high-LTV repeat sales.

GLP-1 Market Positioning

Millions of GLP-1 users experience acid sensitivity — positioning this brand as their natural coffee solution is a breakout opportunity.

Low-Acid Authority Marketing

Leaning into patents, certifications, and educational content strengthens brand authority and supports premium pricing.

Interested in Learning More?

Sign an NDA to access full financials, business details, and schedule a call with the seller.

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