

Highlights:

- Sustainable is a founder owned and operated business with a high-functioning management team leading day-to-day operations
- Headquartered in the Southeast United States
- 60,000 SQFT facility located on 8 acres of industrial grade land owned fully by the founders and held in a related entity. Existing facility designed for expansion to meet additional production capacity
- Catalog includes ~615 unique products designed, manufactured, and assembled in-house
- Multiple product lines targeting different age segments and environments
- The Company has a relentless focus on product quality, modularity, environmental impact, and compliance with design standards and codes
- The Company operates on a debt-free basis, with operational cash flows meeting all operating and capital demands

Contact Us:

If you are interested in having a further discussion, please contact us:

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Leading Niche Outdoor Structure Manufacturer with Immense Product Capabilities:

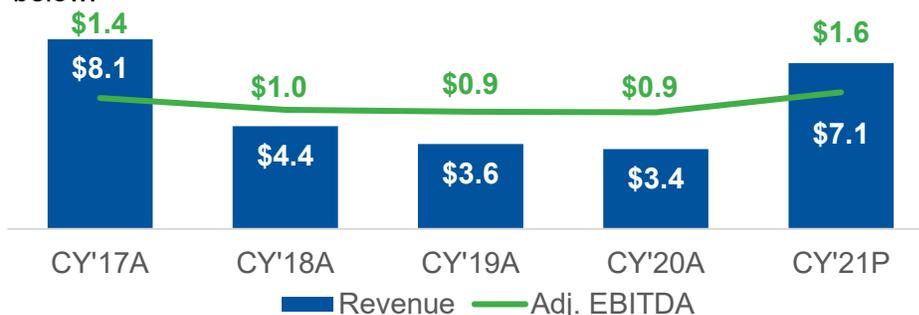
Our client (“Sustainable” or the “Company”) is a leader in the design and manufacturing of outdoor play structures. The Company’s comprehensive suite of product offerings spans across different stages in the child-development lifecycle, with targeted product lines for specific age segments. All products are designed and manufactured in-house with a core focus on product modularity, flexibility, and eco-centric manufacturing.

Sustainable principally goes to market through an extensive set of long-standing reseller relationships, limiting the costs traditionally associated with a direct sales strategy. To complement their indirect sales model, the Company has also begun direct-to-consumer eCommerce sales of their retail product line. Further, the Company maintains a status as a Government Service Administration preferred vendor, unlocking high-ticket project sales.

Sustainable has invested significantly in their equipment and facilities. As such, the Company has excess production capacity to meet an acceleration of product sales. The Company maintains a lean and efficient organization with 24 employees.

Financial Highlights:

The Company generated \$3.7M of revenue and \$0.9M of Adj. EBITDA, or 26% Adj. EBITDA margin. The trending financial results are highlighted below:



Investment Highlights:

Sustainable presents a truly unique opportunity for a buyer to acquire a business within a massive and underserved market. Key investment highlights include:

- Significant production capacity to meet an accelerated go-to-market strategy
- High margin business with opportunity to continue optimization of internal manufacturing, sales, and distribution processes
- Diverse product suite, with room to expand into other tangentially relevant verticals
- Strong CY'21 sales pipeline that is slated to double CY'20's revenue results. Pipeline is set to continue on an on-going basis past CY'21