

ACQUISITION OPPORTUNITY

FAST GROWING TABLETOP, HOUSEWARES, & PET PRODUCTS DEVELOPMENT COMPANY

Snapshot

- Founded in 1985. Over 35 years in Business.
- Top Accounts have Purchased for Over 20 Years.
- # 1 Independent Supplier of Ceramic Pet Bowls in the US.
- High Barriers to Entry.
- Efficient, Long Established Supply Chain with Redundancies.
- 40% of Sales come from outside the US.
- ~80% of SKUs are Reorders from Prior Years.
- Easy to Operate. Only 7 Heads.
- Substantial Revenue per Head: \$3.6 million.
- Revenue Growth (2018-2020): 19%
- EBITDA Growth (2018-2020): 61%
- Consistent Margins: Gross Profit = 30%; EBITDA = 20%
- Worldwide Customers Located in:
 - North America (United States, Canada, Mexico)
 - Europe (UK, Spain)
 - Asia Pacific (Australia, Japan, Korea, Taiwan)
- Product Split - Revenue:
 - Housewares: 81%
 - Pets: 19%
- ~ 55% of Products are Direct Shipped to Customers, Minimizing Logistics & Warehouse Costs.
- Conservative Management Style has Held Back Growth.

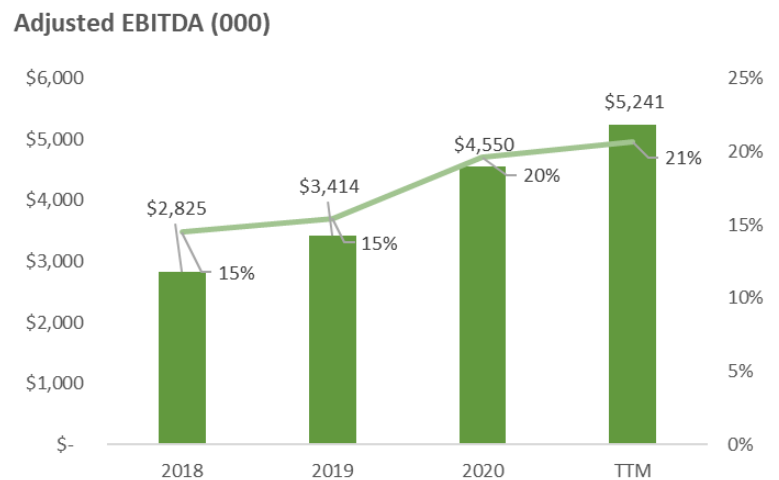
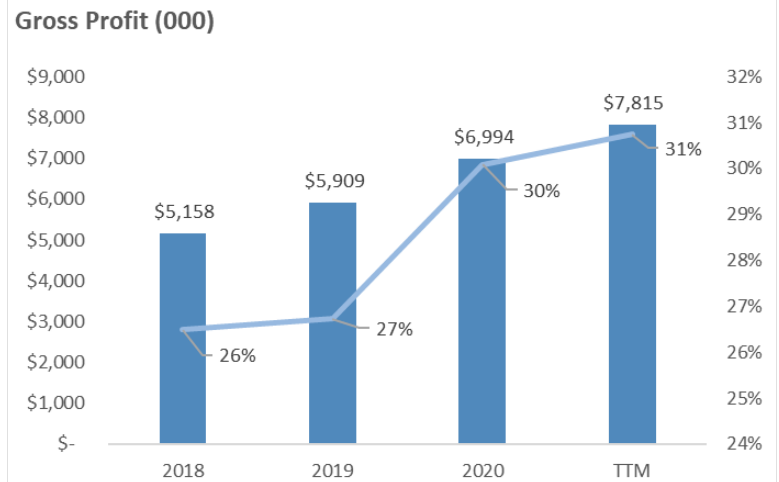
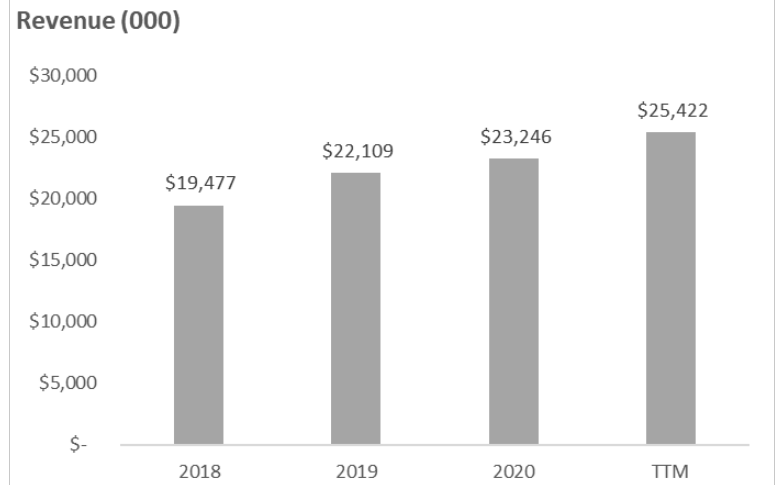
Opportunities

- International Growth Within Existing Accounts.
- Product Line Extensions at Key Accounts.
- 3rd Party E-commerce Sales.
- Company-Owned Direct-to-Consumer Opportunities.
- Launching Pad for Buyer that Needs Access to Key Worldwide Accounts.
- Can Create Products for Partners or Licensees.
- Much Larger Commercial Sector Untapped to Date.
- Dinnerware Sets haven't been Explored.

Reason for Sale

- Owners Seek Path to Full Liquidity for Retirement.
- Owners Willing to Consult/Train Buyer.
- One Owner is Available to Working for as Long as Buyer Needs.

Financial Summary



Notes to Financials:

Support for the Full Financials and EBITDA Adjustments will be available with an executed Confidentiality Agreement. Adjusted EBITDA is preliminary pending a Quality of Earnings report that is in progress.

DISCLAIMER

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