

Medical Wholesale/Retail Distribution Opportunity

Snapshot

- Company established in 1988.
- Medical pharmaceutical and supply distributor including the following products:
 - Medical surgical supplies and disposables.
 - Pharmaceuticals, vaccines, and biologicals.
 - Lab equipment and supplies.
 - Capital equipment and supplies.
- Serving a diverse customer base of over 900 customers including:
 - Physicians, medical clinics, and hospitals.
 - Correctional facilities.
 - Oral surgeons and dentists.
 - Veterinarians.
 - Home health.
 - Governmental agencies.
 - Reference labs.
- Employee headcount includes:
 - Sales and customer service – 8.
 - Warehouse – 3.
 - Back office functions – 4.
 - Management – 2.
- Financial highlights:
 - Annual revenue growth rate of 20% (2017-2020).
 - Growing GP and EBITDA margins (2017-2020).
 - Average inventory turns of 17x (2017-2020).

Opportunities

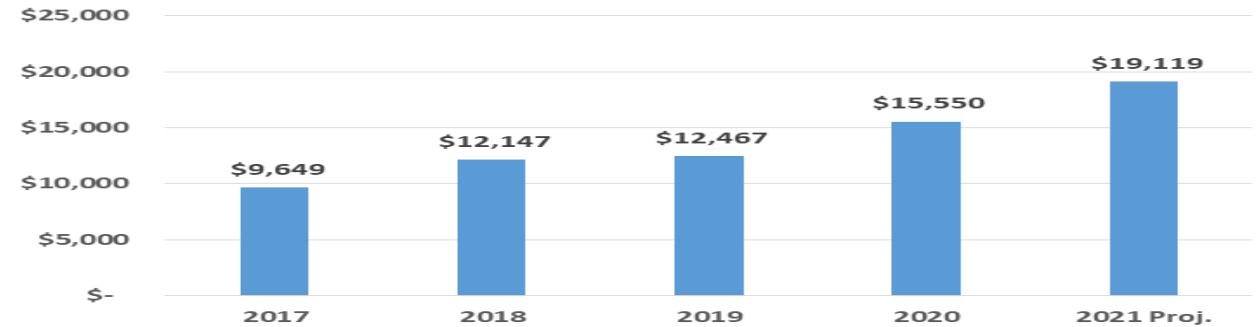
- Licensed in 36 states.
- VAWD certified.
- Extensive pharmaceutical contacts and supply chain expertise.
 - Member of pharmaceutical buying groups.
- Newly implemented ERP system.
- Expansion within existing customer base.

Reasons for Sale

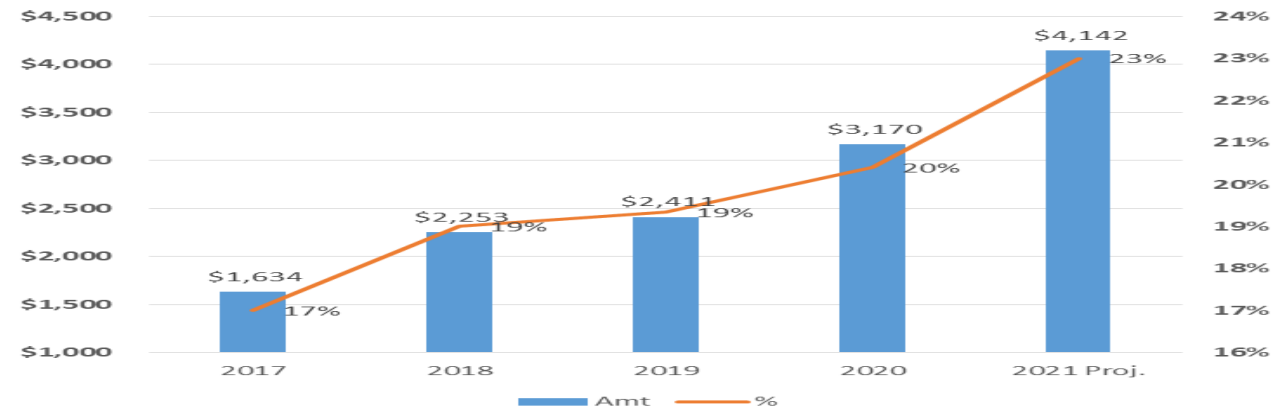
- Owner is 68 and seeking path to full liquidity for retirement.
- Owner available for consulting/training for a period of two years or more.

Financial Summary

Revenue (000)



Gross Profit (000)



Adjusted EBITDA (000)

