

A C Q U I S I T I O N O P P O R T U N I T Y
W H O L E S A L E & R E T A I L P A C K I N G , S H I P P I N G & B O X C O M P A N Y

Snapshot

- 34 years in business
- Being sold by the original founders
- Very simple business to understand and operate
- Branded company
- Over 6 locations in Southern California
- Significant growth possibilities in wholesale & retail
- Established and well-known in Southern California
- Recession & pandemic resistant
- Conservative management has not been growth focused
- Resilient retail business model
- Revenue grew 12% in 2019 and 30% in 2020
- 50%+ gross profit margin
- Significant growth in EBITDA margin in the past 4 years
- 26% EBITDA margin in TTM ending May 2021
- 20% Wholesale / 80% Retail

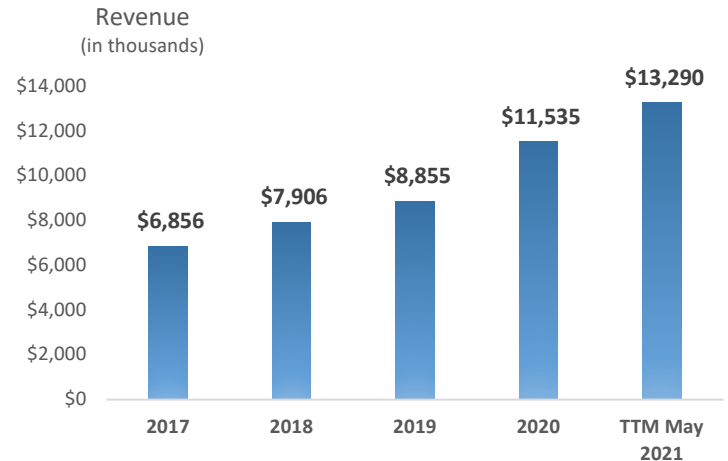
Opportunities

- Proven concept could be franchised nationally
- e-Commerce/technology is not utilized by the company
- Significant growth opportunity in Western US & Nationally
- Ideal add on for national franchisor
- Significant marketing and recurring revenue opportunities
- Professional managers can optimize infrastructure
- Margin opportunities in FedEx & UPS volume for strategics

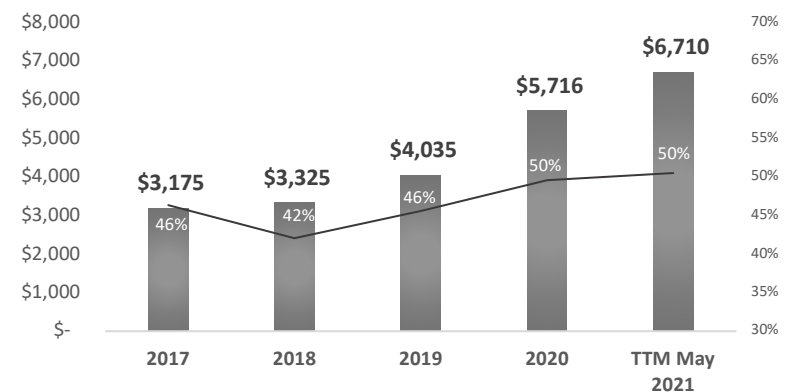
Reason for Sale

- Owners are past retirement age and looking to retire.
- Owners willing to consult and train buyer

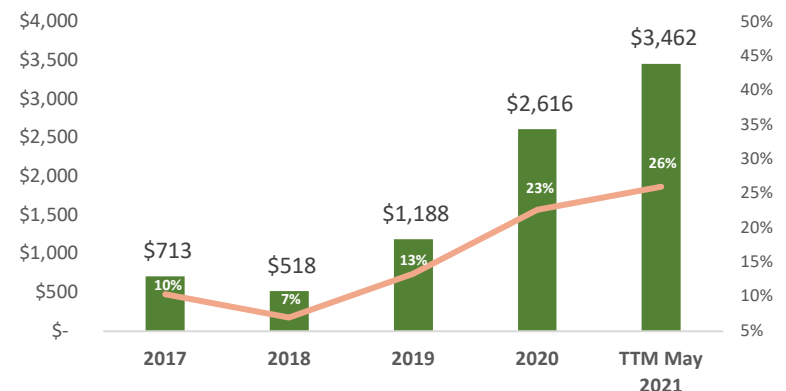
Financial Summary



Gross Profit & Margin
(in thousands)



EBITDA & Margin
(in thousands)



DISCLAIMER & NOTES

Additional details on Financials and EBITDA Adjustments will be available with an executed Confidentiality Agreement. EBITDA is defined as earnings before interest, income taxes, depreciation, and amortization.

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