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Vertically Integrated Kitchen Cabinet and Countertop Supplier to the Wholesale Trade and Retail Consumer Markets

Opportunity Type: Acquisition

Location: U.S.

Capabilities: In business since 2002, the Company has installed over 30,000 kitchens and has grown to 13 retail locations and 3 warehouses. With its own line of high-quality, all plywood cabinetry that is up to 30% cheaper and is installed 4x faster than its competition, the Company is able to gain market share from both major big-box retailers and mom and pop stores. In addition, the Company is a market leader in innovation and product development, creating the model for future new kitchen installations and renovations.

2020 Sales*: \$33.8 million

2020 Adjusted EBITDA*: \$5.8 million

2021 Projected Sales: \$39.5 million

2021 Projected Adjusted EBITDA: \$6.3 million

**2020 reflects the adverse impact of Covid-19*

Key Success Drivers: The Company’s strategy for success has been to produce competitively priced products quickly, simplifying the buying and manufacturing process, and delivering custom made kitchens in one day. The Company’s vertically integrated supply chain with direct manufacture ownership further increases profits and speed. Multiple opportunities have been identified to continue the Company’s growth trajectory by expanding into new markets and integrating propriety technology into the purchase decision.

The Company’s successful formula for driving growth includes:

- ✓ Location in Opportunity Zone and Enterprise Zone.
- ✓ 100% all-plywood cabinets at highly competitive prices.
- ✓ 4x faster than the competition.
- ✓ Superior customer service.
- ✓ Centralized distribution and inventory management.
- ✓ Vertically integrated suppliers to decrease cost and increase speed.
- ✓ Customized, proprietary technology.

Financial Highlights FY ends December 31,	2018	2019	2020	2021P
Sales (\$)	34,604,844	35,699,675	33,828,020	39,500,000
Adjusted EBITDA (\$)	3,399,038	2,608,706	5,762,684	6,314,065
Adjusted EBITDA (%)	9.8%	7.3%	17.0%	16.0%

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