

FACTUM



File No: 161104

MANUFACTURER & DISTRIBUTOR OF HOMEBREWING & WINEMAKING EQUIPMENT

- Fast growing business with great future earnings potential
- Continuously expanding product line
 - 10 new products/accessories launched in 2017
 - 7 new products/accessories are in the final design phase for Spring/Summer 2018 launches
 - More products being evaluated for launches in late 2018
- Full time contracted sourcing expert and product designer with extensive connections in China and strong homebrew/winemaking industry knowledge
- Strong distribution network
 - Global business – products sold in over 30 countries
 - Company sells direct to many large retailers
 - Trademarks and patents for products
- Owns all molds for current products
- First-rate customer service

THE OPPORTUNITY

This is an excellent opportunity for a company in the industry wishing to expand their product line and distribution or an entrepreneur with a strong marketing background to take this Company to the next level. There is currently an “innovation gap” in the industry where existing companies are not fulfilling the needs of a growing and sophisticated customer base. Large growth in the homebrewing and winemaking market and the Company continuously developing and expanding their product line would suggest there is great future earnings potential.

FINANCIAL INFORMATION

	2014 (Normalized)	2015 (Normalized)	2016 (Normalized)	2017 (Normalized)	2018 (Projection)	2019 (Projection)
Revenue	\$1.2M	\$1.8M	\$2.0M	\$1.7M	\$2.9M	\$3.3M
Normalized EBITDA	\$71K	\$220K	\$240K	\$230K	\$765K	\$1.0M

**The drop in revenue in 2017 over 2016 was attributed to a strong focus on increasing margins and product development to increase the Company's catalog offering. This was needed to be able to perform various deals and product launches that have all come to fruition in 2018. Upon signing of a confidentiality agreement further details can be provided. In addition, the Company has begun working directly with some large retailers which will drive volume and increase the EBITDA in 2018.*

REASON FOR SALE

The owner wishes to focus on a new unrelated business venture but will be available to assist in the transition to new ownership.

CONTACT DETAILS

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