

Bakery Supplies & Ingredients

Ontario, Canada

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REVENUE/EBITDA

3-Year Average 2020 - 2022

\$5.1M

Revenue

\$504K

EBITDA



PRODUCTS

Bakery Supplies

Fillings, Icings & Flavouring

Edible Decorative Supplies

Chocolate

Flours

Alternative Baking Ingredients

OPPORTUNITY

The Company carries their own house brand of products which can easily be expanded allowing opportunities for growth.

Revenue could increase by implementing a social media ad campaign through Facebook, Instagram and Google ads.

An integrated marketing and communication plan may provide further revenue growth. There is a huge opportunity to expand the concept across the country as well as the US and internationally via franchising or corporate locations.

BUSINESS HIGHLIGHTS

- 3 key employees allow for the day-to-day operations of the Company to run smoothly
- The Company operates from a 5,000 sq. ft. retail space and 8,000 sq. ft. warehouse facility
- No customer concentration – largest customer is approximately 1% of total revenue
- Customer base consists of Retail Bakeries & Donut Shops, Wholesale Bakeries, Independent Consumers, Food Service Operations
- Online sales generate approximately 75% of revenue
- Customized e-commerce website with an average basket size of \$140
- Company ships across Canada & US via a variety of shipping services including flat rate shipping

CONTACT: DANA RENNIE