



Acquisition Opportunity

GP Ventures

Highly Profitable Promotional Products Distributor with Unique Supply Chain Flexibility and Speed

Business Opportunity

Well-established global promotional product distributor with \$17.5M in revenues in 2019, over \$33M in 2020, \$19.6M in 2021 and projected at \$25M in 2022. The company pivoted in early 2020 to take advantage of demand for promotional and branded pandemic-related products, which resulted in a significant bump in achievement. As corporate, entertainment, and sporting events have returned, sales of traditional product lines are recovering nicely.

Current clients include major sports leagues such as NBA, NFL, and MLB and Fortune 500 companies and distributors.

The company has exceptional profitability due to its in-house design capabilities, global partnerships with Metal, PVC, and textile factories, and unique sourcing capabilities. In addition, it produces and procures advertising specialty items domestically for faster turnaround for lower volume clients. Significant growth has been achieved with PPE promotional products and ability to import them at lower costs than competitors.

Northeast USA

Based in Northeast USA with offices on West Coast and affiliate offices in China

25

Number of employees as of March, 2022

Privately-owned

Type of ownership

Management Team

Owners are willing to stay with the company post-closing for several years

Income Statement

\$k, Year-end Dec	2019	%	2020	%	2021	%	2022 Forecast	%
Net Sales	17,389,398		33,655,671		19,583,960		25,000,000	
Gross Profit	5,241,465	30%	10,846,394	32%	6,233,933	32%	8,250,000	33%
Expenses	3,957,370	23%	7,275,497	22%	4,632,097	24%	5,913,126	24%
Net Ordinary Income	1,284,095	7%	3,570,897	11%	1,601,836	8%	2,336,874	9%
EBITDA Add-Backs	900,000	5%	5,500,000	16%	2,800,000	14%	2,800,000	11%
Adjusted EBITDA	2,184,095	13%	9,070,897	27%	4,401,836	22%	5,136,874	21%

**Unaudited*

Additional Notes: Company has a clean balance sheet with no debt.

Next Steps

For further information, please contact **Ben Bleadon**:
benb@gp-ventures.com | 847-675-8660