

BUSINESS OFFERING SUMMARY

BNO
Business Network of Ohio

CBD & Vapor Sales – NW Ohio

John Naayers, President

Business Description

The CBD Industry was valued at \$4.6B in 2018 and is expected to grow at a compound annual growth rate of 22.2% from 2019 to 2025. The demand for CBD for medical and wellness purposes is high due to its healing properties, which is the key factor driving the growth of the market. Growing product adoption and utilization owing to government approvals is a major factor anticipated to drive the demand for CBD products. The CBD industry is exploding and here to stay.

This thriving and growing company currently consists of six retail locations within NW Ohio plus recently commenced click and buy on-line sales. The sales breakdown is approximately 70% CBD product sales and 30% vapor product sales. The company has developed a name brand awareness in NW Ohio through its extensive marketing efforts. The company's customer data base exceeds 55,000 customers. The company only sells products from well known and well established made in the USA vendors. All CBD products have lab reports available for customer review. Great pricing, terms, and some exclusivity with its vendors.

Financial Performance

- ❖ 2017 Gross Revenues of \$1,467,868. 2018 Gross Revenues of \$1,803,672. 2019 Gross Revenues of \$2,582,684. 2020 Gross Revenues forecasted to approach \$3M. Each additional new location has quickly become profitable and on line sales are expected to grow rapidly.
- ❖ 2019 adjusted EBITDA / Seller Discretionary Earnings that exceeds \$600,000.

Asking Price & Reason for Selling

Asking Price: \$3.2M + Inventory

Reason for Sale: Owner desires to relocate to Kentucky to tend to aging parents.

If you have an interest in further exploring this opportunity, please contact me by phone or email. The signing of a Confidentiality Agreement will be required before the identity or Selling Memorandum will be released.