

# **BUSINESS OFFERING SUMMARY**



## **Wholesale and Retail Operations**

John Naayers, President

### **Business Description / Services / Footprint:**

**Wholesale Operation:** Company is a nationwide wholesaler of the best and most recognized brands in full fragrance, low smoke incense, clothing, wellness products, a variety of smoking accessories and unique gifts, plus, private label products to smokeshops/headshops and other retail stores located throughout the United States. Company offers over 12,000 products to over 7,000 long term and loyal customers nationwide.

**Retail Operation:** Separate retail companies offer the products of the wholesale company at retail locations in the Midwest.

**Relationship:** The retail companies are collectively the wholesale company's largest customer but account for only about 4% of the wholesale company's annual revenues.

**Financial Performance:** Wholesale company's annual revenues exceeded \$10M in 2017 and are anticipated to exceed \$11.5M in 2018. The retail companies collectively approached \$3M in 2017 and are anticipated to far exceed it in 2018. Together they produced an EBITDA in excess of \$1.1M in 2017.

### **Why a Great Opportunity – Major Attributes:**

- Wholesale business is anticipated to hit the \$11.5M annual revenue level in 2018
- Retail business are anticipated to exceed the \$3M annual revenue level in 2018
- Great cash flow and EBITDA exceeding \$1.1M in 2017
- Consistent growth with a very diverse customer concentration
- Turnkey management and staff in place
- A major player in the \$10B smokeshop/headshop industry
- Owner willing to transition/consult

### **Asking Price:**

**\$5.5M** for Wholesale and Retail Operations plus Inventories at Cost

**Real Estate:** Wholesale Operation's Building is for Sale or Lease at an agreed Fair Market Value

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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.