

Opportunity

BN000046360 – Specialty Coffee Producer and Distributor with Sterling Reputation

Location: Caribbean



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Specialty coffee producer and distributor providing high-quality coffee beans from the Caribbean. The company operates retail coffee shops and has active license agreements for brick and mortar coffee shops, in which coffee and coffee products are offered. The company has developed an e-commerce platform to meet the growing demand and boost online presence. The company is also an elected distributor of several barista and home coffee equipment brands.

Bids Invited

Key Aspects

- Respected and well-known proprietary brand of coffee and coffee products, as well as an established reputation and a loyal customer base
- Fully vertically integrated business model with high growth potential and the ability to produce consistent recurring revenue streams
- Strong distribution network with retail partners, including grocery stores, specialty stores, and online marketplaces
- Team of experienced professionals with a track record of success in the industry focused on driving growth and profitability
- Strong financial track record, recently boasting consistent revenue growth and profitability
- Healthy balance sheet with adequate working capital metrics and ample liquidity to support future growth initiatives

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
9/30/2019	Consolidated	\$14,802	\$6,783	\$2,515
9/30/2020	Consolidated	\$10,505	\$4,644	\$955
9/30/2021	Consolidated	\$10,759	\$4,732	\$1,326
9/30/2022	Consolidated	\$12,474	\$5,170	\$1,452

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

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Opportunities

- Cross border expansion to penetrate selected US markets, leveraging its reputation and quality products to capture market share in new regions
- Enhance digital marketing efforts to increase brand awareness and reach new customers, leveraging social media, influencer partnerships, and targeted advertising
- Explore and capitalize new and existing sales channels, such as subscription services, and B2B sales, which are currently producing growing recurring revenue streams

Headquartered

- Caribbean

Current Markets

- The company serves the food and beverage, corporate, and retail coffee markets.

Real Estate

- The company operates from three warehouse facilities and retail coffee shops amounting to 36,000 sq. ft. All properties are leased from an unrelated third party.

Shareholder Objectives

- The company is fully owned by two shareholders. Both owners are willing to remain as consultants after the sale to ensure a smooth transition.

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