Opportunity

BN000033421 – Multi-Channel Supplier of High-End Electronic Cigarette & Vaporizer Products

Location: Southwest US

The business is a commercial designer, engineer, and multi-channel supplier of premium electronic cigarette and vaporizer products. The business is a B2B and B2C supplier, offering products through various channels at retail and wholesale value.

Bids Invited

Key Aspects

- YE 2022 revenue of $138.5 million
- Globally recognized brands
- Highly scalable business is considered an expert in the e-cigarette, vapor, and cannabis industries proven by its distinguished reputation among industry peers, customers, and manufacturers
- Extremely versatile product designs that allow agility to adapt products to market trend and regulation changes specific to vapor and cannabis product distribution
- Award winning customer service with extensive staff knowledge in brand development and brand awareness
- Industry leading marketing and operational strategies in place including multi-channel distribution
- All products in portfolio are filed as PMTAs as of Q2 2021 and published in the FDA product filing report
- INC 5,000 Award winner for the past 7 years as one of America's Fastest Growing Private Companies
- Company owned trademarks and patents
- Robust ERP system in place

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Internal	$12,865	$5,578	$1,136
12/31/2020	Internal	$20,335	$8,140	$4,943
12/31/2021	Internal	$32,819	$13,401	$8,945
12/31/2022	Internal	$138,512	$37,673	$27,281

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

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Opportunities

- Capitalize on penetration of convenience store distributor market as new target customers
- Expand product offerings and increase revenue by focusing on the development of additional products in the cannabis industry
- Bring on additional sales talent and add field teams nationwide
- Invest in internal personnel dedicated to brand management, SEO, and BD in the cannabis market
- Offer contract terms to additional wholesale customers

Headquartered

- Phoenix, Arizona

Current Markets

- The business is both a direct-to-consumer online retailer and a wholesale supplier, offering products through a variety of channels including e-commerce and third-party distributors and retailers. The business serves the nicotine vapor and cannabis industries globally.

Real Estate

- The business operates from a 12,000 square-foot facility leased from an unrelated third party in Phoenix, Arizona. The facility includes a 7,000 square-foot office space and a 5,000 square-foot warehouse. The lease is assumable by new ownership.

Shareholder Objectives

- The two owners are seeking a partner to help grow the business to its full potential. Ownership is open to remaining with the business for a negotiable time period post-sale and agrees with the proposed sale. Ownership is open to various deal structures in order to facilitate a transaction.

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