



Acquisition Opportunity

LEADING BATH AND BODY PRODUCTS COMPANY

Business Description:

This Company is a market-leading, highly profitable importer and distributor of bath and beauty products to the U.S. mass market. It is considered the No. 1 private label provider and the No. 2 brand within its niche. About half the Company's sales are private label. Private label customers receive design, packaging and custom manufacturing services as well as distribution. The Company is developing a new product line targeted at men, the fastest growing segment of its market.



Distribution:

The Company is recognized for high quality products at low prices. Product lines include over 400 SKUs distributed mainly through supermarkets – including the largest – reaching 75% of the supermarkets throughout the U.S. It has two U.S. warehouses enabling easy distribution nationwide. These warehouses, together with a sourcing agency overseas, allow the Company to minimize overhead and achieve above-average margins.

Operational Strengths:

The Company has highly experienced employees and a very strong sales team. It enjoys strong supplier and customer relationships and recurring revenues as a result of its track record of quality products and timely delivery. It is one of only three competitors with significant market shares in the mass retail bath and body accessories sector. The Company has no debt, and it has the capacity to grow as it diversifies and expands its customer base.

The Transaction:

The owners wish to sell the entire Company. They want to retire from the business but are willing to remain for an agreeable transition period. The management team plans to remain with the business. With favorable market conditions and a relatively low cost of production, the Company offers the prospective investor a substantial return on investment in a fairly short period.

Financial Summary (\$ Millions)				
	2016 Est by Seller	2015	2014	2013
Revenue	\$6.4	\$5.4	\$4.9	\$5.9
Adjusted EBITDA	\$2.0	\$1.1	\$0.9	\$0.5

Other Highlights				
Location	Financials	Management Team in Place	Years in Business	SIC Classification
West	Compiled	Yes	5	5122, 5199, 2844

Direct All Inquiries to:
Gottesman Company
Refer to: S-2435-2 ROB
Tel: 212-330-8010 Fax: 646-434-4557
E-mail: office@gottesman-company.com

02/24/2017

Gottesman Company – 200 East 71st Street – New York, NY 10021

www.Gottesman-Company.com

This document is confidential and contains proprietary information belonging to Gottesman Company. It is unlawful to reproduce or distribute without express written consent of Gottesman Company. No warranties or representations are made in connection with the information provided herein. Gottesman Company is an M&A Business Broker, whose mission is to locate opportunities and introduce participants.