

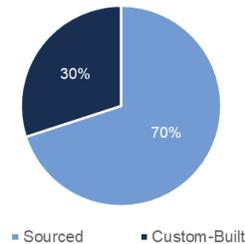
	2018	2019	2020	2021E
<b>Revenue</b>	\$1.62M	\$1.78M	\$2.40M	\$3.57M
<b>Gross Profit</b>	\$0.83M	\$0.98M	\$1.46M	\$2.20M
<b>Margin</b>	51.0%	55.0%	60.8%	61.8%
<b>Adj. EBITDA</b>	\$0.33M	\$0.45M	\$0.84M	\$1.22M

## BUSINESS HIGHLIGHTS

The Company is a rustic furniture and accessory retailer and custom manufacturer located in Idaho. The Company offers rustic furniture for the bedroom, living room, dining and office, as well as upholstered furniture and a variety of rustic lighting, mantles, bedding, artwork, and more. A large portion of the furniture is American-made, with about 30% of that being built on-site. The Company sources its other products from high quality, reputable suppliers. The Company also builds custom furniture, which it does quickly, while upholding high quality standards.



Revenue by Product Line



## INVESTMENT CONSIDERATIONS

- ◆ **Established Premium Brand:** The Company's brand is recognized for its high quality and unique product offering. The Company imports out of country furniture from Mexico, India, and only about 5% from China.
- ◆ **Factory On-Site:** The Company is the only furniture store in the area to manufacture custom furniture on-site. Not only does this provide a highly profitable product offering, but it means the Company is the only choice customers have when they want truly one-of-a-kind pieces.
- ◆ **Improving Financials:** The Company has very high Gross Margins, especially for the industry, reaching a record level of 61% in 2020, up over 5% from the previous year. Additionally, revenue for Q1 2021 is up 49% from Q1 in 2020.
- ◆ **Large & Varied Inventory:** The Company has worked to build up its inventory level, which has provided it with a strong competitive advantage. While many companies have struggled to keep inventory in stock, the Company's showroom is full, and it is currently buying and building 3–4X more than in the past. This results in higher sales and increased positive word-of-mouth.

## GROWTH OPPORTUNITIES

- Expand Into E-Commerce
- Engage in Log Home Shows
- Hire Additional Labor
- Expand On-Site Factory
- Expand Marketing Efforts

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