

Available for Acquisition #201001

Taste Marketing & Product Development Services Company

ACT Capital Advisors is pleased to offer for acquisition a culinary marketing consulting firm. The Company helps leading food and beverage companies perform taste and quality analysis of their products, awarding those that are best in class, and provide advisory services to improve existing products and launch new ones. It employs top chefs and culinary professionals to assist brands with food taste quality assurance. It has multiyear contracts with some of the largest consumer packaged goods firms in the world to perform taste testing and marketing assistance.

Investment Highlights

- **Strong Recurring Revenue from Loyal Clientele.** The Company's clients sign multi-year contracts for taste testing, certification, and use of the Company's medallion in marketing, strengthening brand power, and revenue predictability and growth; over 80% of annual revenue is committed in advance each year due to longterm contracts.
- **Awards with High Integrity = Demand from Category Leaders.** While others make bold claims about being the best, this Company's awards are the "gold standard" due to their high integrity in product evaluation and highly selective awarding process.
- **Growth Drivers Kicking In.** The pandemic has created a dramatic increase in meals at home and consumers trying different products. Showing that "Taste Matters" helps a product stand out on the shelf.
- **Doing the Heavy Lifting for Clients.** The Company offers scientific food expertise to name brand food companies that they simply cannot achieve with in-house taste testing, both as Product Development consulting and finished product taste.
- **Unique Consulting Process.** The Company offers a turnkey consulting process to clients that starts with a series of sensory taste tests and results in a bespoke marketing approach.

Representative Clients



>80% MMR out of Total Revenue.

160% Increase in EBITDA in 2021.

120% Increase in Brand Medallions.



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Summary Financial Information

	2019	2020	2021	TTM (ending 3/1/22)
Sales	\$0.91M	\$1.07M	\$1.33M	\$1.62M
Gross Profit	\$0.29M	\$0.47M	\$0.69M	\$0.96M
EBITDA (adj.)	\$0.039M	\$0.21M	\$0.53M	\$0.79M

Contact Information

For more information, please contact:
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Interested parties should execute the attached Non-Disclosure Agreement (NDA) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (CIM).
NDAs and CIM requests should be submitted to:



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