

Available for Acquisition #211902

Tremendous Growth E-Liquid Vape Company

ACT Capital is pleased to offer a highly profitable vaping solution manufacturer based in the United States available for acquisition. The Company is admired as a vape industry leader in brand design, flavor creation, customer service, and top-quality manufacturing. It provides customers with a higher-level vaping experience by offering unique, timeless flavors and reliable products, with unsurpassed refillable e-liquids and the best vaping devices on the market. The Company has a robust distribution network, in addition to international partners, which have expanded its presence abroad.

Investment Highlights

- **Unique Product Offering.** The Company's nic-salts are crafted in small-batch runs in its' state-of-the-art facility. The proprietary nic-salt base allows for a unique, non-harsh, smooth taste sensation. Additionally, the Company offers its' e-liquids in a uniquely sized bottle, which provides benefits for both customers and retailers.
- **Strong Distribution & Retail Relationships.** The Company has an extremely loyal customer base, which has resulted in success within the retail and distribution arena. The Company's channel partners quickly realize the dedicated following for the Company's products and increase inventory to meet that demand. Additionally, it has "white or private label" agreements that are fueling significant growth internationally.
- **Development of New Products.** The Company developed Non-Tobacco Nicotine e-liquids to attract those who have been reluctant to tobacco-based nicotine vaping. The Company will continue to develop new products, as well as new flavors, recipes, and nicotine strengths to meet the needs of different markets and customer preferences.
- **Positive Market Trends.** The e-liquid segment is anticipated to emerge as the fastest-growing segment from 2021 to 2029, which is in large part due to the variety of flavor options. This will benefit the Company's sales, in regional and international markets.

Massive Growth Opportunities

- **Convenience Store Chain Deals.** Due to high demand, the Company has developed relationships with distributors in this space such as, 7-11, Circle K, and Terrible's.
- **Scaling for White Label Business & International Sales.** The Company currently manufactures products for the largest vape brand in South Korea.
- **NTN E-Liquid.** The Company's NTN product line allows it to develop new flavors and offerings that don't require FDA approval.
- **E-Liquid Disposables.** This 2022 launch will create the largest revenue stream and fill the void created by the FDA's regulation.

50% Average Gross Margins in years
2020 – 2021

28% Expected Industry CAGR for the years
2021 to 2028

Positive FDA Regulation

In January 2020, the FDA prioritized enforcement against the sale of most candy or fruit flavors in a "closed pod" refillable e-cigarettes. However, they exempted flavored e-liquids (refillable), which includes the Company's products. This decreased the number of companies that can compete with the Company in terms of flavor offerings.

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Summary Financial Information

	2019	2020	2021	2022E
Sales	\$4,972,017	\$6,292,701	\$7,054,983	\$15,000,000
Gross Profit	\$2,020,219	\$3,161,926	\$3,456,046	\$7,870,229
EBITDA (adj.)	\$1,281,577	\$1,541,488	\$1,031,913	\$4,859,293

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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