



ACT
CAPITAL
ADVISORS

Award-Winning, Small-Batch Distillery

ACT Client #211805

Available for Acquisition

Company Overview

ACT Capital Advisors is pleased to offer an award-winning, small batch distillery for acquisition. The Company produces a wide variety of vodkas, gins, and whiskeys, as well as a number of ready-to-drink cocktails. Additionally, the Company produces a rotating selection of limited-edition spirits, such as rum, tequila, and malt whiskey. Due to its relentless emphasis on quality, the Company has received more than 100 awards and recognitions across its product line. Currently, the Company produces about 45,000 9L CEs per year, which they sell to both on-premise and off-premise consumption channels in 31 states. This is supported by distribution partnerships in 28 of those states.

Investment Highlights

World-Class Reputation: The Company boasts a world-class reputation in the industry as a result of its relentless focus on the quality of its spirits. Over the last 20 years, the Company has received more than 100 awards and recognitions across its product line from a vast array of competitions and tastings.

Diverse Product Offerings and Sales Channels: With its wide variety of vodka, gin, and whiskey offerings, the Company is always able to find a niche to fill at restaurants, bars, and other on-premise consumption locations. On top of that, the Company is not overly reliant on the on-premise consumption channel, as evidenced by their continued success in 2020 despite their limitation to the off-premise consumption market.

Low-Cost Production Expansion: Currently, the Company produces about 45,000 9L CEs annually, with the expectation of an increase to 60,000 CEs with the completion of a new warehouse. The Company estimates that production capacity could be doubled to over 120,000 CEs with an investment of only about \$150,000 to \$250,000.

Extensive Distribution and Partnerships: The Company currently distributes to 31 states; in 28 of those, the Company's efforts are supported by distribution partnerships with some of the top beverage distributors in the nation, like Republic National Distribution Company (RNDC) and Vintage Imports.

Talented Management Team: The Company's management team brings a breadth and depth of expertise and industry knowledge that has been essential to the Company's growth. Key management team members have more than 55 years of combined experience in the company and are open to stay with the Company for any transition period.

Sustainable Production Practices: The Company has instituted various initiatives to increase the eco-friendliness and sustainability of their manufacturing practices. Additionally, the Company maintains a line of spirits, which are produced entirely ground-to-bottle on the Company's 24-acre farm and distillery near their headquarters.

Customers Sample & Distribution Map



Financial Information (Historical & Pro-Forma)

FYE 12/31	2019	2020	2021	2022E	2023E	2024E
Revenue	\$5.5MM	\$5.9MM	\$5.8MM	\$7.6MM	\$8.3MM	\$8.9MM
Gross Profit <i>Margin</i>	\$4.0MM 71.9%	\$3.2MM 54.1%	\$3.6MM 61.2%	\$5.5MM 72.4%	\$6.1MM 73.9%	\$6.6MM 73.9%
Adj. EBITDA <i>Margin</i>	\$0.6MM 11.2%	\$0.5MM 8.4%	\$0.7MM 12.6%	\$1.2MM 15.5%	\$1.3MM 15.6%	\$1.4MM 15.6%

Contact Information & Next Steps

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”).

NDA’s and CIM requests should be submitted to Ivan Trindev, ACT Associate.

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