

Available for Acquisition

Importer & Wholesaler of Sunglass and Eyeglass Cases

Washington

Est. 2012 Revenue: \$6.2MM

Est. 2012 Recast EBITDA: \$1.2MM

- 10+ Years Sourcing High Quality Cases for Top Sunglass Brands
- Complementary Markets: Protective and Prescription Glasses
- Long-Term Key Customer and Supplier Relationships
- Several Opportunities for Expansion to Accelerate Growth
- Strong Adjusted EBITDA Margins currently at 20% of Sales

Recast Historical and Pro Forma Statement of Income (\$000)

	2009	2010	E2011	E2012	2013	2014
Sales	3,893	5,092	5,900	6,200	6,500	6,800
EBITDA ^(a)	671	862	1,180	1,222	1,296	1,371
% of Sales	17.2%	16.9%	20.0%	19.7%	19.9%	20.2%

(a) Earnings before Interest, Taxes, Depreciation and Amortization



Arthur J. Berry
M&A Advisor

208-336-8000 (Tel)

aberry@genequityco.com

Client # 55436

The Company is an importer and wholesaler of cases for sunglasses and other eyewear. Approximately 60% of sales are to the sunglass end-market and 40% to the ophthalmic end-market in the US (90% of sales) and abroad (10%). The ophthalmic (prescription glasses) market tempers the more discretionary sunglasses market during economic downturns. While the Company currently sells cases to eyewear manufacturers, an opportunity for additional significant growth is selling directly to opticians, ophthalmologists, and optometrists. Other growth strategies include adding facilities to boost sales in other regions and expanding the product line to include related eyewear and contact lens accessories, jewelry packaging, and cut and sew products.

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