

PROFILE

Country	United States	Deal Team Member	Jaanne Smithfield
Currency	USD	Description	Lorem ipsum dolor ist amet. et officia asperiores At voluptas sunt qui magnam officia ex eligendi illum qui perferendis
Industry	Technology	Commentary	Lorem ipsum dolor ist amet. et officia asperiores At voluptas sunt qui magnam officia ex eligendi illum qui perferendis
As of Date	3/9/22		
Current Valuation	\$10M		

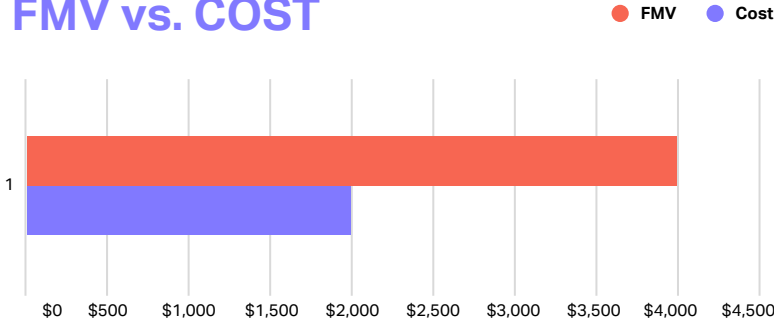
ABBREVIATED FINANCIALS

Income Statement	2021	2022	Estimate	Balance Sheet	2021	2022	Budget	Multiples	2022
Net Sales	\$ 2,136,521	\$ 1,523,698	\$ 2,150,000	Cash	\$ 225,000	\$ 110,000	\$ 230,000	EV/REV	10x
Total Revenue	\$ 1,427,142	\$ 1,126,278	\$ 1,400,000	Fixed Assets	\$ 115,620	\$ 173,600	\$ 150,000	EV/EBITDA	12x
EBITDA	\$ 945,344	\$ 895,647	\$ 980,000	Total Assets	\$ 766,669	\$ 712,285	\$ 185,666	Total Leverage	80%
Gross Profit	\$ 849,370	\$ 823,794	\$ 850,000	Current Liabilities	\$ 166,825	\$ 244,000	\$ 200,000	Int Coverage	4x
Net Income	\$ 752,642	\$ 653,245	\$ 750,000	Debt	\$ 50,000	\$ 75,000	\$ 75,000		
Total COGS	\$ 750,304	\$ 625,796	\$ 640,000	Total Liabilities	\$ 216,825	\$ 319,000	\$ 250,000		
Total Other Expense	\$ 7,000	\$ 6,000	\$ 5,000	Tot. Sharehldr Equity	\$ 766,669	\$ 712,285	\$ 750,000		

ABBREV. ESG METRICS

Key Performance Indicators	2020	2021	2022
# of Part Time Employees	105	135	145
# of Full Time Employees	678	854	905
% Turnover	8%	9%	12%
Total Board Members	11	11	12
Female Board Members	5	5	6
Male Board Members	5	5	5

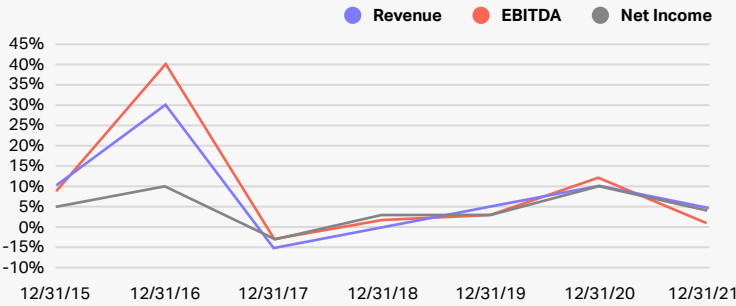
FMV vs. COST



KEY INITIATIVES

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ANNUAL GROWTH RATES



VALUATION MULTIPLES

