

BUSINESS SOLUTION

M&A



ACQUISITION SCOUTING

Find your acquisition short list and the necessary insights



DUE DILIGENCE ASSESSMENT

Business & Financial Due Diligence Best in Class Reports



INITIATIVE MANAGEMENT

Manage your Buy or Sell Initiative End 2 End

M&A PROCESS VISUALIZATION

1

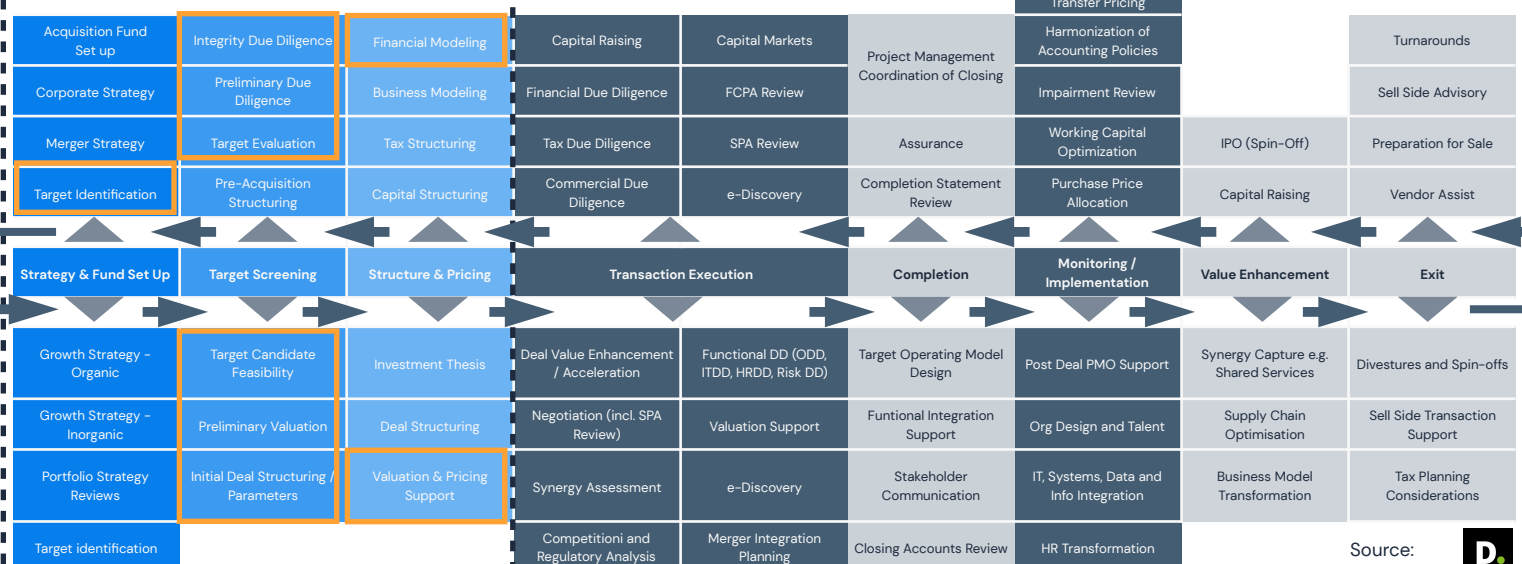
IDENTIFY THE RIGHT DEAL

2

EXECUTE THE DEAL SUCCESSFULLY

3

DELIVER ON THE RETURNS



Source:



OPPORTUNITY ONE-PAGER (EXAMPLE)

ACQUISITION OPPORTUNITY

LEADING PRODUCER OF PREMIUM EUROPEAN STYLE ARTISAN BREADS



EBITA	Revenue	Customers	FTE	Multiplier	Selling price range
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Business & Opportunity

Our client (the "Company"), based in Ontario, Canada, is a leading manufacturer and wholesaler of fresh and frozen European style artisan breads and rolls. Founded over 50 years ago, the Company is a trusted supplier to a diversified customer base of leading national grocery retailers across Canada. Today, the Company produces over 80 different product varieties from its modern 70,000 sq. ft. baking and testing facility. Over the last decade, management has established a manufacturing platform capable of consistent, high volume production of a broad product offering. The Company has achieved increasing profitability in recent years and throughout the global financial crisis through process optimizations, product category expansion, and volume throughput capacity growth.

Investment Highlights

Diverse Customer Base – The Company distributes to most leading Canadian grocery retailers, with no significant concentration with any single customer. The Company is the primary supplier of artisan breads to a number of customers throughout the Greater Toronto Area, Canada's most densely populated region.

State-of-the-Art Production Facility – The Company operates a highly automated facility that utilizes specialized equipment and baking techniques to ensure a consistent, home-made, and premium artisan taste profile in each product. The Company maintains a leadership position in food and production safety, which has recently resulted in the facility receiving FSSC 22000 certification.

Superior Distribution Network – Over the past decade, management has established a direct store delivery ("DSD") channel of covering a 150 kilometer (93 mile) radius around Toronto, Canada. The DSD network includes strong floor-level customer relationships and a fleet of drivers with long term tenure with the Company.

Strong Growth Prospects – In recent years, management has increased volume throughput capacity and extended its product category reach to position the Company for continued and significant growth. As a result of this investment and changing market dynamics, the Company is in a favorable position to continue extending its geographic reach, increasing penetration of current and new customers, and continued expansion in the foodservice segment.

Acquisition Platform and Canadian Market Entry Point – The Company is an ideal platform for a financial acquirer to execute an acquisition and rollup strategy as the artisan bread market is comprised of a large number of niche artisan bread companies and a select number of companies or divisions with national distribution.

Strong Financial Performance – The Company has demonstrated a track record of steady, consistent growth. Management has grown sales through the addition of multiple new customers and product line expansion. Gross Revenue has increased at an impressive CAGR of 7.3% and Adjusted EBITDA of 6.8% since FY2005.

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ABC Corporation
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Comments:

1. Key Deal figures
2. Opportunity insights
3. Key contact person (one as an example)
4. Financial summary prepared

Note: Further Due Diligence Data in the Appendix available including Risk Rating

Financial Summary (FYE 4/30)

FYE April 30th	Actual					Forecast		
Fresh Product	\$18.0	\$18.7	\$21.1	\$18.6	\$18.7	\$22.4	\$23.5	\$24.7
Frozen Product	-	-	\$1.0	\$2.7	\$2.4	\$3.2	\$8.5	\$13.2
Gross Revenue	\$18.0	\$18.7	\$22.1	\$21.3	\$21.1	\$25.6	\$32.0	\$37.9
Gross Profit	5.6	4.9	6.2	6.3	6.6	7.9	10.6	13.0
Adjusted EBITDA	2.0	1.7	2.6	2.7	2.9	3.9	5.4	7.5
Gross Profit Margin*	37%	31%	32%	33%	36%	36%	37%	38%
Adj. EBITDA Margin*	13%	10%	13%	15%	16%	17%	19%	22%

* margins based on Net Revenue

Detailed reports and landscapes examples always available on request

You have a question?

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Get in touch!