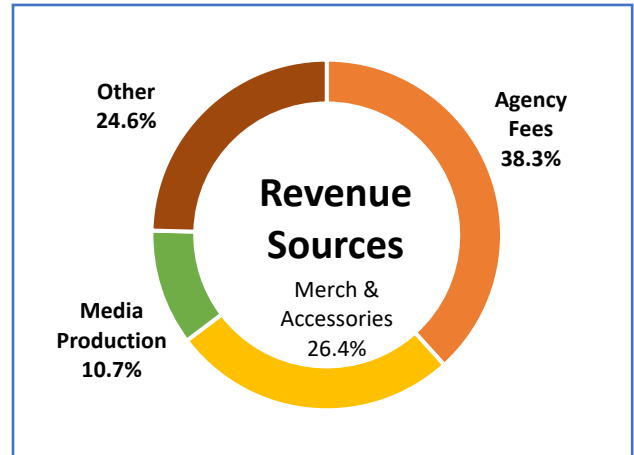


# Innovative Marketing, Event & Merchandising Company

## Available for Acquisition

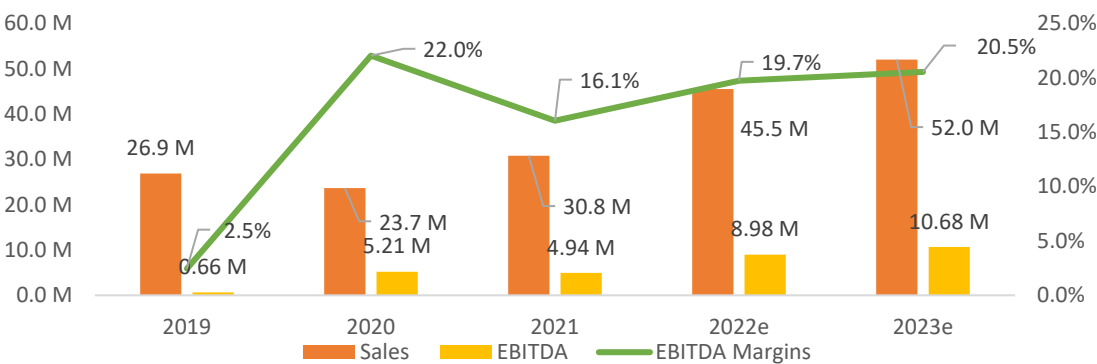
2022 Est: \$45.5M Rev & \$9M EBITDA – Southern US Operations



### Business Description

The Company is a collection of multiple branded entities that deliver targeted, customized, and highly creative marketing, sales, media, event services and merchandise to Fortune 500 customers throughout the US. The innovative Company is in one of the hottest US markets and focuses on fostering meaningful experiences and relationships with prospects, customers, and team members. This approach improves the overall customer experience, instills emotional connections with brands and sets their clients apart from the market. The Company is also launching a subscription based storefront merchandise platform in 2022.

### Financial and Operational Highlights



### Additional Company Info

- Multi-Year MSAs w/ Top Customers
- Fortune 500 Customer Base
- \$25 Million in 2022 Pre-Bookings
- High Caliber, Experienced Staff
- Deep, Non-Owner Management Bench
- Less than 3% Employee Turnover

### Business Highlights

- **Comprehensive, Full-Service Agency:** The Company's multiple brands include agency, software, lifestyle and entertainment and business services. Their diverse in-house capabilities are designed to provide clients with a one-stop solution for marketing and creative products, event planning, promotional products, and software/merchandise platforms.
- **Embedded Employees:** Much of the Company's workforce is embedded with their customers marketing and sales teams. These close connections and relationships enable the Company to become an integral part of the customer's sales environment, leading to incredibly sticky relationships with its customers and an almost perfect history of customer retention.
- **Growing and Highly Profitable Nice Business:** Despite the chilling effect of Covid 19 on the industry and overall economy, the Company managed to minimize revenue declines in 2020 and improve margins. During the historical period sales grew by a CAGR of 4.8% and EBITDA margins averaged 13.6%. With a current 2022 pre-bookings of over \$25 million, the Company is expecting over 50% sales growth and EBITDA margins of nearly 20% in 2022.