



Carpenter Hawke & Co.

Opportunity to Acquire Leading Manufacturer of Crafted Tiny Houses with High Double-Digit Revenue Growth

Investment

An industry pioneer and innovator, the Company designs and builds tiny and small units for national commercial customers. Key customers include hospitality companies, marina owners, property developers and homebuilders.

Features of the Company's business model driving its success include:

- 2021 revenue is expected to total \$8.6 million with over \$2.5 million in adjusted EBITDA. 2020 revenue grew 15.3% (despite a 3-month Covid shutdown) with a strong 26.9% EBITDA margin. Booked and pending orders with estimated total value of \$5 million-\$10 million.
- Long-term relationships with customers across several industries
- Exclusive agreements with local developers for right to build small houses in two planned communities
- Located in market with affordable skilled labor
- Focus on production performance and delivering exceptional quality in every house coming off the line
- Winner of multiple awards and recognitions
- 24,000 square-foot facility + 3.5 acres for expansion.

Market

- **Capture greater share of existing markets.** Leverage significant inroads into hospitality, cohousing and marina markets to acquire new customers in those industries.
- **Expand geographic footprint.** Houses have been shipped to nine states and potential exists to broaden reach throughout North America.
- **Increase production capacity.** Adding one or two more production shifts and building a facility on the unused 3.5 acres of land that is part of the 7-acre parcel could generate at least 3x current business volume.
- **Enter new markets.** The Company also has the capability to design and build tiny permanently affixed stick-built and modular homes. Lucrative wholesale markets for both affixed and on-wheels units include Accessory Dwelling Units (ADUs), mobile restaurants, retail outlets, healthcare clinics and disaster relief housing.

For more information, please contact:

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