



Carpenter Hawke & Co.

Acquisition Opportunity: Innovator in Value-Added Glass Decoration Serving Global Brand Customers - Located in Prime Metro Area

Investment

The Company provides value-added, precision glass decorating, exceptional customer service and competitive pricing to some of the world's leading Home Fragrance Cosmetic and Fragrance companies. The Company's innovative services add value and visual appeal to a variety of glass containers. The Company enjoys an outstanding reputation for superior-quality work, flexibility, quick turnarounds, and inhouse color-matching.

Consolidated revenue for 2021 is estimated to total \$7.3 million with approximately \$1.3 million in adjusted EBITDA.

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

- ✓ Expertise in screen printing, hot stamping, spray coating, labeling, and plaque gluing
- ✓ Few U.S.-based competitors
- ✓ Diverse national customer base with majority of sales to direct customers
- ✓ High rate of repeat business from key customers
- ✓ Positive industry trend driving greater demand for decoration on glass
- ✓ Ideal location close to cosmetics and other target markets
- ✓ Eco-friendly operations
- ✓ Skilled, experienced, and dedicated workforce of union and non-union personnel
- ✓ Fully equipped facility with capacity to increase volume 30-40%
- ✓ Planned efficiency upgrades include purchasing a UV manufacturing line to increase capacity and lower energy costs and installing additional robotic systems.

Growth Opportunities

- **Acquiring new distributor customers**
- **Growing business in scented diffusers and candles**
- **Penetrating CBD market**
- **Increasing production capacity with additional shift.**

For more information, please contact:

Brace F. Carpenter at brace@carpenterhawke.com | 617-742-7440 x 4

Thomas J. Hawke at tom@carpenterhawke.com | 617-742-7440 x 3

Carpenter Hawke & Co LLC

One Thompson Square, Suite 401

Boston, MA 02129

Phone: (617) 742-7440

www.carpenterhawke.com