

Available for Acquisition

Women's Belt Designer, Manufacturer, Importer & Wholesaler (United States)

Net Sales (FYE 9/30/10 est.): \$13.6 Million

EBITDA (FYE 9/30/10 est.): \$1,087,000

Company Overview

Industry Leader: The Company is a "little leader" in the women's fashion accessory space with a long history of providing a growing account base with on-trend, high quality belt and accessory products (primarily women's), on-time fulfillment, and excellent customer service.

Progress Despite a Challenging Environment: As the fashion industry struggled through most of 2009, the Company pushed forward by investing in an additional senior account executive and a second showroom – the Company now has account executives and showrooms on both the east and west coasts. While the Company's net sales were down a modest 11% in FY 2009 (far outperforming the industry), this well-run enterprise increased its market share, taking advantage of a weakened competitive environment. These investments have paid off – the Company's revenues from Oct 1st – Dec 31st 2009 were up **58.3%** compared to the same period in 2008. Looking forward the company conservatively estimates 10% overall revenue growth in 2010.

Robust Business Infrastructure: The Company includes a skilled design group, a proven sales team, and highly experienced management. The Company effectively utilizes technology & systems to support operations which consistently deliver with high-level execution and on-time fulfillment. The result is a long list of satisfied customers.

Broad & Impressive Customer List: The Company supplies an impressive list of leading retailers across several segments, and enjoys a 95%+ customer retention rate.

Established Supplier Base: The Company enjoys long-standing relationships with reputable overseas contract manufacturers, as well as a global network of input material suppliers.

Platform Poised for Rapid Growth: The combination of the Company's highly experienced team, finely-tuned business infrastructure, and recently expanded warehouse and showroom facilities offer buyers significant capacity for expansion. This acquisition opportunity represents a scalable business platform well positioned for rapid growth.

Reason For The Sale: The Company's founder and President has grown the business to the point where he enjoys significant success and a very comfortable lifestyle. However, after over two decades in business he desires more free time with his family. Additionally, the founder understands that moving the Company to the "next level" will require a greater commitment of both his time and capital, ideas which are contrary to the lifestyle transition he looks forward to making in the short-term; as such the Company is being offered for sale at this time.

Ownership Will Remain Through Transition: Ownership is committed to remaining following a sale for a reasonable transition period, both to insure a smooth change of control and to assist new ownership in achieving short-term pro forma objectives.

For further information regarding **Client # 35961** please contact:

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Financial Highlights

Pro Forma Income Statements for the Fiscal Years ending September 30 (\$000)

	FYE 9/30/09 2009	Pro Forma 2010	Pro Forma 2011	Pro Forma 2012	Pro Forma 2013	Pro Forma 2014
Net Sales	12,484	13,600	14,280	14,990	15,740	16,530
Cost of Sales	7,693	8,568	8,996	9,444	9,916	10,414
<i>% of Sales</i>	<i>61.6%</i>	<i>63%</i>	<i>63%</i>	<i>63%</i>	<i>63%</i>	<i>63%</i>
EBITDA*	806	1,087	1,159	1,221	1,324	1,446
<i>% of Sales</i>	<i>6.5%</i>	<i>8.0%</i>	<i>8.1%</i>	<i>8.1%</i>	<i>8.4%</i>	<i>8.9%</i>

* Earnings Before Interest, Taxes, Depreciation and Amortization

Strategic Opportunities

Product Extension: The Company offers a unique product extension opportunity for firms in the accessory segment who do not currently produce an “on-trend” women’s belt and accessory line. This opportunity may be particularly strategic for firms with a “mass market” focus or product line, or for firms that primarily produce men’s belt products or accessories. Buyers that operate in various fashion accessory segments including handbags, small leather goods (i.e. wallets) and shoes may also realize significant operating synergies by way of an acquisition of the Company.

Customer Relationships: The Company provides belt and accessory products to a diverse customer base that encompasses the full spectrum of low, middle, moderate and top tier retail segments. This diversified account base offers potential acquirers entrée to significant customer relationships that could extend well beyond the women’s belt and accessories segments. The Company is known within industry circles as a consistent and reliable supplier, a track record that has produced significant “good will” in the marketplace.

Geographic Extension: Over 99% over the Company’s sales are to U.S. customers. As such, the Company offers foreign buyers a strategic “point of entry” to the U.S. market.

Proven Capabilities: This acquisition opportunity offers firms with a current focus on contract manufacturing, product sourcing or brokering a unique, turn-key opportunity to broaden their organization’s capabilities. The Company has excelled in all aspects of operation including product design, sales & customer service, supply sourcing (primarily Asian), transportation and supply chain management. These proven capabilities offer significant benefits to potential acquirers.

In-House (U.S.) Production: The Company has maintained low-volume yet highly efficient on-site manufacturing capabilities, producing 5-7% of annual volume. This capability is quite unique within U.S. industry circles and offers significant competitive advantages in the marketplace.

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