

REVENUE / EBITDA

\$706K* **\$171K**

2021 Revenue 2021 EBITDA

\$1.0M **\$251K**

2022 Revenue (PROJ) 2022 EBITDA (PROJ)

*As of 12/31/2021, approx. \$164,000 (gross profit of \$61,000) in purchases were on back order and not included in 2021 total revenue. The \$164,000 will be invoiced and shipped in 2022.

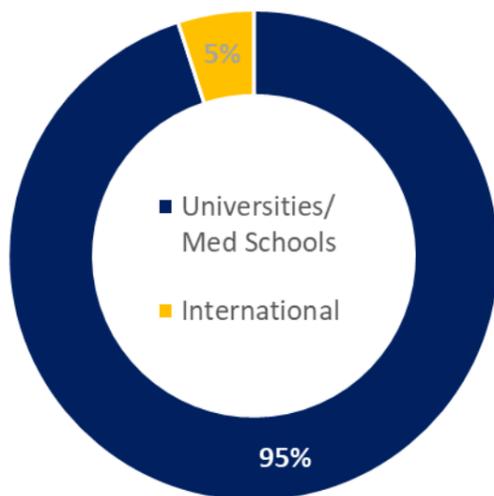
BUSINESS HIGHLIGHTS

Founded in 1996, the Company specializes in the distribution of anatomical, zoological, and botanical models to medical schools as well as other institutions that teach anatomy and related courses. The Company is an authorized distributor for several high-end models. The distributed product line includes human muscle models, dissectible human torso models, individual bone and joint models, human skulls, skeletons, brain models, heart and circulatory systems, digestive and urinary systems, pregnancy and birthing models, zoology and botany products, molecular models, cell divisions, and many other related products.

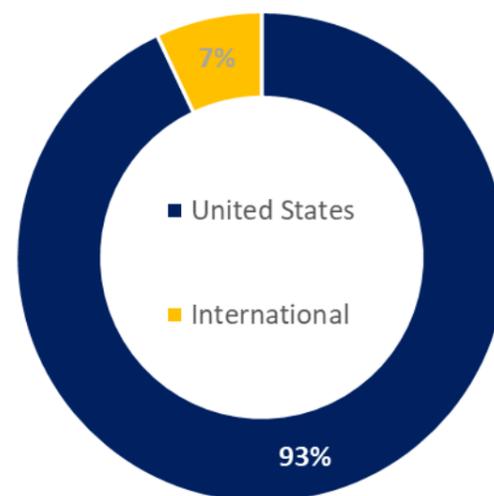
The Company operates through two internal profit centers: anatomical (97% of 2021 revenue) and zoology (3%) models. Due to its broad capabilities, the team at the Company is committed to providing the best and most cost-effective solutions to its customers. They maintain a database of approximately 2,500 customers (874 active), and over 90% of revenue comes from recurring active customer orders. The Company's established customer base is a strong asset that contributes to stability and presents opportunities for revenue growth.

Overall, the Company offers the finest quality collection of various models that are used for teaching aids and scientific demonstration throughout the world. The Company is well known in the national market, and has an excellent reputation for the breadth of models offered, customer service, technical knowledge, and the timely delivery of products.

CUSTOMER MARKETS (2021)



GEOGRAPHIC MARKETS (2021)



CUSTOMER MIX

Customer A:	12%
Customer B:	9%
Customer C:	7%
Customer D:	4%
Customer E:	4%

EMPLOYEES

Sales/Admin:	1
Customer Service:	1
Bookkeeper:	1

INVESTMENT APPEAL

Industry Expertise: In addition to the principal's extensive anatomical models experience, the Company's key employees also have significant market and service knowledge. This wealth of experience and expertise provides the Company with a significant intangible asset and advantage over many national competitors.

High Customer Retention Rate: Due to the Company's reputation, long-term presence in the industry, and breadth of product offerings, the Company's recurring revenue exceeds 90%. Most buyers require models for educational purposes, but few buyers utilize models for display and collection.

Focus on Service: The Company consistently focuses on customer-driven solutions, and has the expertise to provide anatomical models that meet specific customer requirements; this has resulted in customers turning to the Company with new ongoing opportunities.

Qualifications: The Company's management structure, immediate product availability, vendor relationships, and integrated operating systems are designed to provide customers with interdisciplinary solutions.

Strong Customer Relationships: The Company has strong ties to customers due to its industry expertise, broad product availability, vendor relationships, and excellent customer service. Specifically, the Company's database includes approximately 2,500 customers and an additional large mailing list.

ACCOUNTS (2021)

Active:	874
Repeat Business:	90%+

EBITDA MARGIN

2016:	28.2%
2017:	26.5%
2018:	22.2%
2019:	25.9%
2020:	13.2%
2021:	24.2%

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