



The U.S. janitorial supply and services industry is experiencing dramatic change. While still highly fragmented and dominated by local operators, the market has become increasingly competitive and complicated:

- Big box retailers and emerging online suppliers, given their inherent economies of scale, are taking market share from small, independent operators.
- A proliferation of eco-friendly, sustainable and special-use products is demanding a more knowledgeable and focused selling effort.
- The Covid pandemic has put greater emphasis on hygiene and cleanliness, driving higher margin product sales, particularly in the retail sector.
- Commercial sales have become more volatile, given widespread lockdowns and closures, raw material shortages and supply chain disruptions.

Such turmoil has fueled a rash of m&a transactions in recent years, where platform companies have employed economies of scale, innovative sales and distribution strategies to provide a distinct advantage over independent companies.

Marathon Shores LLC represents an 80 year-old, family owned janitorial supply and services company that is uniquely positioned to add value to a platform investment. As a distributor, the Company supplies over 10,000 products from the nation's leading manufacturers. Their sales team provides innovative strategies and customized product solutions to it's customers.

The Company has also established a separate company which provides a single source portal for distributing brand-name cleaning products through Procter & Gamble, Georgia Pacific, Dial Soap, Tenant Floor Equipment, and other national manufacturers.

The owners seek to sell their interests in their janitorial supply company and distribution portal company, either together or separately.

Summary Financial Information

(000's omitted)

	ACTUAL HISTORY			FORECAST	
	2019	2020	2021	2022	2023
Net Sales	5,056	5,071	5,105	5,197	5,353
Gross Profit	1,543	1,689	1,587	1,642	1,713
Net Income (Loss)	-122	14	190	28	65
Adjusted EBIDA	193	344	225	237	273

Any estimates or projections as to events that may occur in the future including projections of sales, gross margin, and EBITDA are based upon the best judgment of the Company as of the date hereof. The estimates and projections necessarily make numerous assumptions with respect to industry performance, general business and economic conditions, and other matters, many of which are beyond the Company's control. There is no guarantee that any of these projections will be attained. Actual results may vary from the projections, and such variations may be material.

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