

# ACQUISITION OPPORTUNITY

Specialty Frozen Pizza Manufacturer

November 2020



Facility Size:	21,000 Sq. Feet / 1,950 Sq. Meters
Freezer Space (3-Story):	7,000 Sq. Feet / 650 Sq. Meters
Mfg. Capacity (1 Shift):	2.5 Million Pizzas
Mfg. Capacity (2 Shifts):	5.0 Million Pizzas
Pizza Sizes:	6" to 16"

## FACILITY CERTIFICATIONS

- ✓ Gluten-Free Certified (GFCO)
- ✓ British Retail Consortium (BRC) /  
Global Food Safety Initiative (GFSI)
- ✓ Safe Food for Canadians (CFIA)



## HISTORICAL CUSTOMER EXAMPLES



Little Caesars



metro



COSTCO  
WHOLESALE

## Cross Keys Capital Team

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## COMPANY OVERVIEW

The Company is a privately-owned business that develops and produces specialty frozen pizzas that cater to the natural and *better-for-you* markets. Their frozen pizza products are unique, made free from preservatives, and nutritionally superior. They include gluten-free, keto, plant-based, ancient grains and other pizzas made with certified organic sauces and hormone-free meats and cheeses. The Company has created award-winning specialty pizza products for retail grocers, pizza brands, CPG and private-label frozen food manufacturers. The facility is located in Ontario, Canada and was purchased by the existing owners in 2012. The Company has been making frozen pizzas and other baked goods for more than 40 years.

The Company's 21,000 sq. foot / 1,950 sq. meter facility includes an automated baking line with a double hot press machine and an automated processing line, in addition to other equipment required to develop and test new products and to manufacture, package and store frozen pizzas. The Company has the facilities, equipment, certifications and experience to produce approximately 5 million frozen pizzas annually without the need for additional capital investment. With a limited expansion of the facility and limited additional equipment, production capacity can be increased to more than 10 million frozen pizza crusts annually. Adjacent land is available for acquisition to further expand production.

The Company has produced *better-for-you* frozen specialty pizza products for national retail grocers, large branded companies requiring specialty manufacturing capabilities, and wholesalers and distributors in the United States and Canada. The Company has achieved over \$9.5 million (Canadian) in annual sales in the existing facility.

## THE OPPORTUNITY

The Company and its facilities present a unique and highly-attractive opportunity to acquire an operational facility with equipment, crucial certifications and team capable of developing and producing specialty pizzas meeting today's trends in the fast-growing natural and *better-for-you* pizza segment. The existing core team is interested in working with a suitor post-closing under mutually agreeable terms.

## DESIRED TRANSACTION

Ownership desires to sell the business and facility and equipment to a strategic suitor who needs the facility manufacturing capabilities to expand and diversify their frozen pizza manufacturing capabilities, especially in the growing niche' the Company serves. The owners are committed to a smooth transition post-close and to discussing their post-close roles with the Company.