

The background of the top section is a photograph of a vast agricultural landscape. In the foreground, there are rows of green crops in a field. In the distance, there are rolling hills and mountains under a sky with soft, white clouds. A dark blue semi-transparent banner is overlaid on the middle of the image, containing the text for the acquisition.

Available for Acquisition: #230602

B2B Agricultural Service Provider

Company Overview

ACT Capital Advisors is pleased to offer a B2B Agricultural Service Provider, focusing on animal feed, pet food ingredients, and organic fertilizer. The Company has a strong presence in North America and has a dedicated team of “traders” that specialize in purchasing feed ingredients and facilitating direct shipment to its customers. The Company works directly with its vendors and customers to help manage risk and optimize outcomes for its stakeholders. Traders do not take positions and purchased products must be matched with a positive margin sales contract. Additionally, the Company blends and packages organic fertilizer that’s distributed to retailers across North America. In 2024, the Company had a revenue of \$145.5MM and \$4.76MM in adjusted EBITDA.

Investment Highlights

- **Consistent Profitability.** The Company is resilient in volatile markets and was able to maintain its profitability despite the challenges from COVID-19. From 2021 to 2024, the Company averaged a 2.77% adjusted EBITDA margin.
- **Low-Risk Trade Process.** The Company has an effective trade process that enables them to procure ingredients and products in bulk. The Company helps its customers manage trade volume and pricing risk.
- **Experienced Team.** The Company operates with a lean, decentralized structure, allowing it to function efficiently. Traders are collaborative, loyal, and require minimal oversight from management.
- **Strong Relationships.** The Company has developed and maintained strong relationships with its vendors and customers. Through open communication and trust, the Company leverages these relationships to drive repeat business, innovation, and ensure a stable supply chain.

Growth Opportunities

Business Development. The Company can benefit with a business development team to find additional opportunities. The owners are willing to fulfill this role going forward.

Organic Fertilizer Expansion. The Company can expand its organic fertilizer business during seasonally slower periods.

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Summary Financial Information

	2021	2022	2023	2024	2025 (4/30)
Revenue	\$172.9MM	\$195.9MM	\$160.7MM	\$145.5MM	\$45.9MM
Net Income (Margin)	\$5.05MM 2.92%	\$6.32MM 3.23%	\$4.03MM 2.51%	\$3.68MM 2.53%	\$1.54MM 3.35%
Adj. EBITDA (Margin)	\$4.36MM 2.52%	\$5.34MM 2.73%	\$4.13MM 2.57%	\$4.76MM 3.27%	\$1.68MM 3.66%

Contact Information

For more information, please contact:

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Mercer Island, WA 98040

Interested parties should execute the attached Non-Disclosure Agreement (NDA) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (CIM).

NDAs and CIM requests should be submitted to Zack Hsieh, ACT Associate.



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