# TSX.V:DE

www.decisivedividend.com **APRIL 2024** 

## **WHO WE ARE**

Decisive was established to acquire proven, cash-flowing companies in order to provide sustainable and growing dividends to shareholders.

## SHARE DATA APR 10, 2024

52 WEEK RANGE \$5.60 - \$11.50

TTM AVERAGE DAILY VOLUME 17.4K - TSXV

COMMON SHARES, BASIC/ DILUTED 19.3M / 20.7M

INSIDER **OWNERSHIP** 2.0M / 10.2%

DIVIDEND \$0.045 MONTHLY (5.5% YIELD)

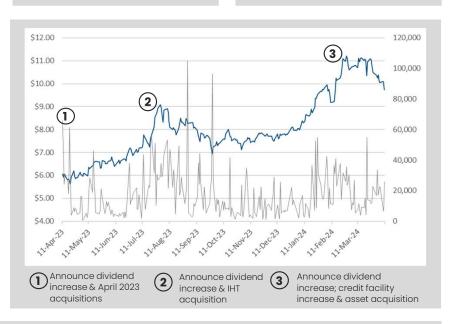


## WHAT WE DO

We raise capital from investors to acquire well-established manufacturing companies with strong, predictable cashflow.

## WHERE WE INVEST

We target manufacturing companies with a sustainable competitive advantage that have an enterprise value of up to \$25 million.



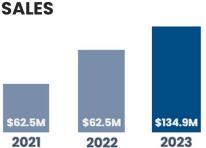
# **FINANCIAL INFORMATION**

12%

SALES BY TYPE

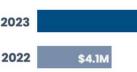
2023

26°



## 

-Adjusted EBITDA



\$2 31

\$8.5M

1.60

140

1.20

1.00

0.80

0.60

0.40

0.20

(0.20)

Profit (loss)

PROFIT

2022

2021



WOOD/GAS STOVE

MACHINED

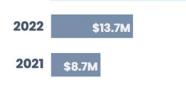
WEAR PARTS

INDUSTRIAL

MERCHANDISING

\$25.2M 2023

**ADJUSTED EBITDA** 



\*In the above chart, per share revenue is measured on the left axis, while all other per share metrics are measured on the right axis.

-Free cash flow less maintenance capital

"Adjusted EBITDA", "Free Cash Flow", and "Maintenance Capital Expenditures", are not a recognized financial measure under International Financial Reporting Standards and therefore may not be comparable to similar measures presented by other issuers. A reader should not place undue reliance on any Non-IFRS financial measures. The detailed descriptions of these measures is included in Decisive's Management's Discussion and Analysis (available on SEDAR at www.sedar.com) under the heading "Non-IFRS Financial Measures"

-Revenue\*



**APRIL 2024** 



# **ACQUISITION PHILOSOPHY**

### WE ARE ACTIVELY PURSUING NEW PLATFORM ACQUISITIONS AND STRATEGIC ADD-ONS



- operations
- Cash flow positive
- Growth potential
- No early stage, technology, hospitality companies
- Comprehensive due
- diligence Provide capital to grow
- business
- Long-term ownership
- management
- Invest in growth Access to resources and talent

# **DIVERSIFIED PORTFOLIO**

# Blaze











ACQUIRED 2015 VERTICALS Wood / Gas Stoves

ACQUIRED 2018 VERTICALS Agriculture, Mining, Waste Management





Forestry, Mining

ACQUIRED 2022 VERTICALS Wood / Gas Stoves



ACQUIRED 2023 VERTICALS

Agriculture













ACQUIRED 2016 VERTICALS Mining, Cement, Aggregate

ACQUIRED 2018 & 2024 Tuck-in VERTICALS Oil & Gas, Utilities, Agriculture

#### ACQUIRED 2022

VERTICALS Retail Stores, Consumer-Packaged Goods

ACQUIRED 2023

**VERTICALS** Road Maintenance, Road Construction, Agriculture, Mining, Oil & Gas

ACQUIRED 2023 VERTICALS Mining, Oil & Gas, Road Construction, Forestry

ACQUIRED 2024 VERTICALS Food & Beverage, Textiles, Packaging, Agriculture

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