



Contact: William@bookbarninternational.com

An Online & Bricks-&-Mortar Bookseller of Millions of Printed Books

the video: <https://youtu.be/xRpegmtkEsg>



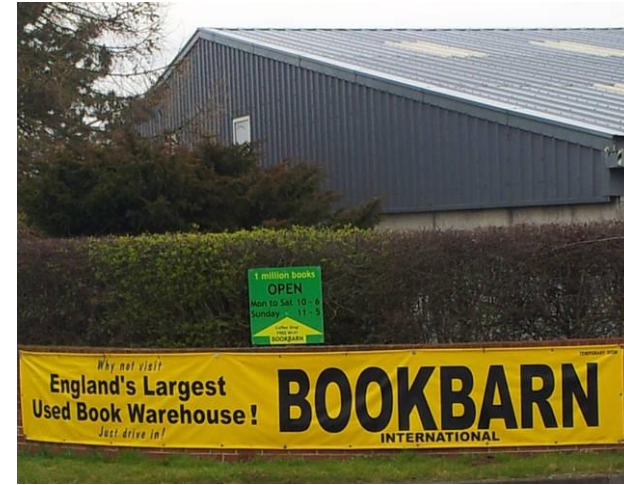


Read, Reuse, Recycle

eco-minded, e-commerce bookselling group

- Bookbarn International Group Ltd (BBIG) in Somerset
- acquired Cambridge Rare Books Ltd (CRB) in Gloucestershire July 20
- Looking to acquire: a £2.5M turnover book business, an online commemoration & celebration book business and software improvements
- BBIG sells second-hand, antiquarian & new books worldwide, online & off
- A circular, low-carbon, sustainable B2C & B2B business
- A tourist destination locally, that saves books from landfill locally
- While providing low-cost reading matter globally
- From stock of more than one million titles, selling 300,000 a year

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Read, Reuse, Recycle

- Current owners acquired the business in Jan 2013
- £1.8M+ t/o, £51k operating profit in year to August 2020
- £3M+ t/o, £250k profit projected for year to August 2023
- These projections show use of first £250k of equity - balance to be used for future acquisitions
- Most sales online thru 2 websites & 15 global marketplaces
- Rest through two bricks-and-mortar shops and cafe
- 50,000 books a month acquired from academics, libraries, public & charities (donations or deferred purchases)
- CRB acquisition set to triple BBIG's EBITDA by 2023

Year to August	2020	2021	2022	2023
	Actual	Forecast	Forecast	Forecast
	£'000	£'000	£'000	£'000
BBI Online sales	1,189	1,482	1,806	2,168
BBI other income	280	433	510	582
CRB Sales		429	722	863
Total Sales	1,469	2,344	3,038	3,613
BBI Direct costs	903	1,152	1,369	1,627
CRB Direct Costs		245	422	507
Total Direct Costs	903	1,397	1,791	2,134
Gross Profit	566	947	1,247	1,479
Operating costs - BBI	465	646	742	807
Operating costs - CRB		160	190	200
EBITDA	101	141	315	472
Interest/financing	52	25	12	11
Depreciation	39	48	58	60
Profit Before Tax	10	68	245	401

Beyond the Pandemic

- In first six months of pandemic: online revenues up 21.62%
- Bookshop generating pre-virus revenues on reduced footfall (thanks to price increases, marketing & shop-revamp)
- Wholesale Books-by-the-Yard revenue growing despite pandemic
- Cambridge Rare Books - four times more books catalogued in first month (operational efficiencies & new ownership motivation)
- CRB Phase 1 dynamic pricing changes already installed
- After furloughing has come to an end staff will be reduced by 4.3 full-time-equivalent, leaving 21 actual people, or half the number employed in early 2019 (16.7 full-time-equivalent staff).

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Read, Reuse, Recycle



Nick Bates CEO-Elect

joined Bookbarn International January 2019 from HarperCollins UK
lead both sales and marketing of Harlequin division, launched new trade imprint
ran Harlequin UK digital products exceeding forecasts for 6 years.



William Pryor Chairman

has worked in every aspect of the book trade, from writing to editing, publishing,
marketing, wholesaling and retailing. Among William's publications are *The Survival of the
Coolest* and *Virginia Woolf and the Raverats*. William is a great-great-grandson of Charles
Darwin.



David Leigh-Ewers Non-executive Director

Management accountant in both the UK and overseas. Owned and operated a health and
community services skills training college in Australia for 15 years, which he sold to a public
company. Invested in Bookbarn when he saw William's pitch on Dragon's Den.

Emma Bilsborough manages the physical shops and social media

Emma Caskey manages the bookkeeping

Diane Newland manages the wholesale department and the Books by the Yard website

Jarek Tomana manages the warehouse and order fulfilment

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The Market & Marketing

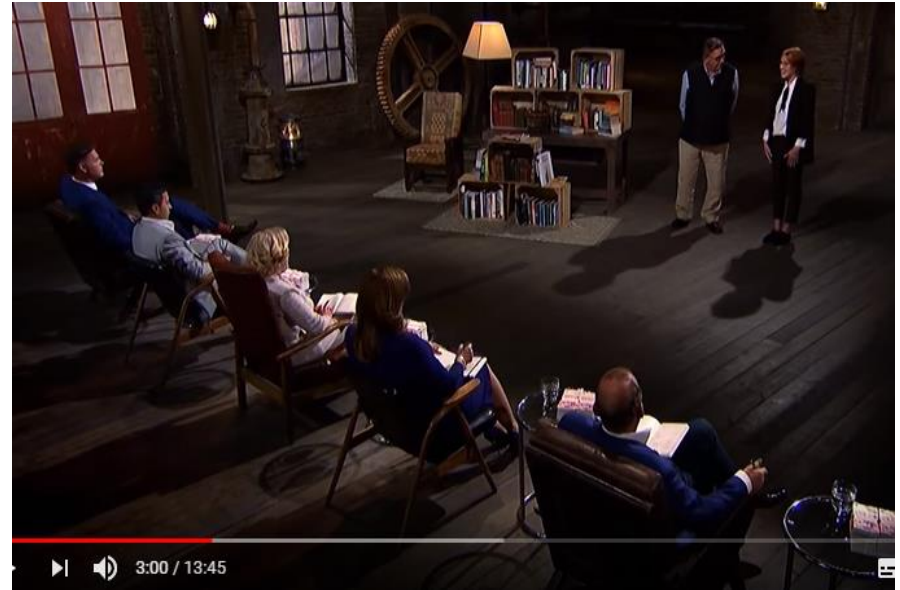
- BBIG is a tech business whose custom algorithms perform complex cataloguing and management of stock of which 90% are single copies
- The market is as big as the many millions who love reading English-language books
- In 2018 UK consumer printed book revenues were £1.9bn and export sales £3.5bn. Consumer e-book sales dropped for a fourth year to £251m.
- Amazon, ABEBooks, eBay & other marketplaces do the bulk of BBIG's marketing
- The BBIG brand is trade-marked and communicated through social media, its two websites, its café and two bookshops - it is well known throughout southern England and Wales

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The Deal

- £250,000 equity investment sought
- On a pre-money valuation of £2,500,000
- @ 76p per share
- Franchisable, Scaleable, Loveable
- & Bookable!



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