ADENTRA

Creating beautiful spaces where we live, work and play

ADENTRA is a world-class distributor of architectural products, uncompromising in our commitment to be the preferred choice for our customers, the best partners for our vendors, and a great place to work for our valued employees.

$2.2B
Sales[1]

$188M
Adj. EBITDA[1]

60,000+
Customers

2,500+
Suppliers

65%
U.S. Products

92%
U.S. Sales

The ADENTRA Advantage

Global Supply Chain Management

Sourcing from 30+ countries, connecting **2,500+ suppliers with 60,000+ customers,** reducing complexity.

Access to exclusive products, in-house brands, and break-bulk logistics.

Streamlined logistics reduce lead times, lower costs, and mitigate risk for our suppliers and customers.

Platform Business Model

Centralized technology, finance, and human resources supports our customer-channel focused platform business units.

Operational efficiency and economies of scale result from standardization and streamlined workflows.

Robust financial controls and talent management ensures better integration of acquisitions, cash flow, and stronger employee development.

Competitive Market Position

Professional sales and marketing teams drive customer engagement, communicate value proposition and enhance brand awareness.

Broad product offering, value-added services, sales and technical support, and deep market insight create cross-selling opportunities.

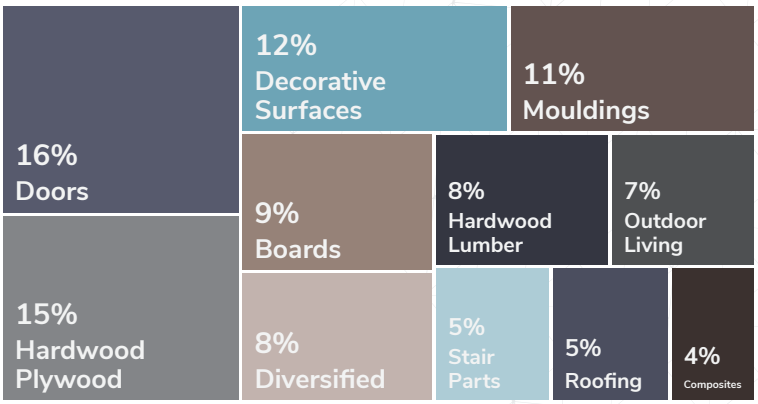
Digital sales platform offering 24/7 product access, improving convenience and expanding market reach.

Comprehensive Product Portfolio with Growth Opportunity

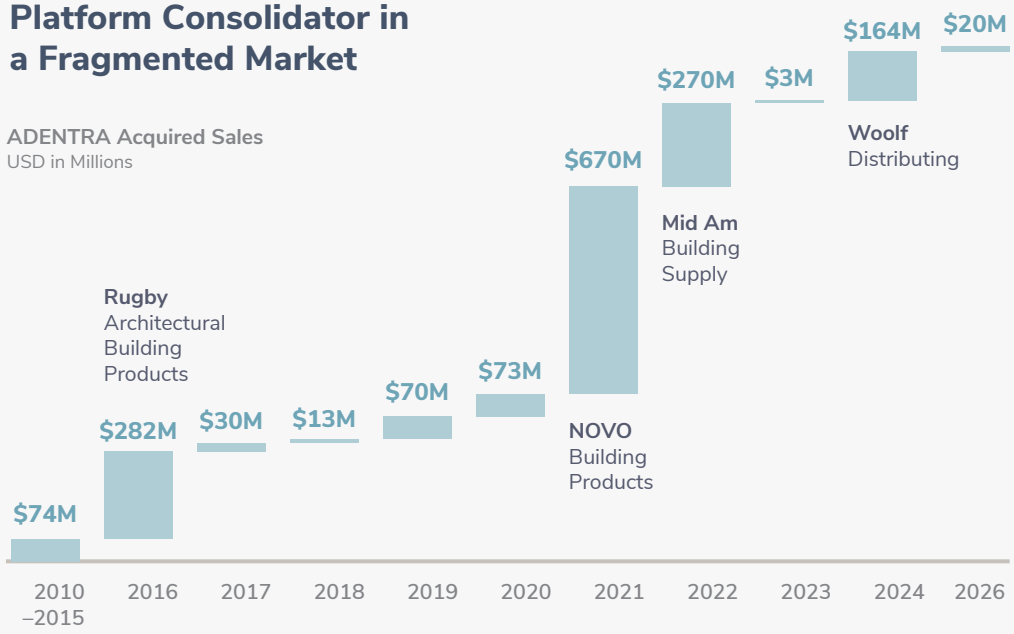
$48 Billion
Combined Market Opportunity Across Product Categories

5%
ADENTRA's Current Market Share

ADENTRA Product Portfolio



Platform Consolidator in a Fragmented Market



Since 2010, ADENTRA has **acquired 17 companies:**

+$1.7 Billion
in Acquired Sales

+50%
Increase in EBITDA Through Synergies[2]

+18.3%
Total Shareholder Return CAGR[3]

Full-Cycle Financial KPIs

Delivering on value creation plan to drive continued **double-digit shareholder returns.**

Average Annual Organic Growth	Low-to-Mid Single Digit
M&A Spend per Year	$50–$150M
Gross Profit Margin	+20%
Adjusted EBITDA Margin	+8–10%
Return on Invested Capital	+12–14%

Proven Leadership, Deep Knowledge Base, and Decades of Strategic Execution

Robert J. Brown CPA, CA, CFA
President & Chief Executive Officer

Faiz Karmally CPA, CA
Vice President & Chief Financial Officer

Drew Dickinson
Chief Operating Officer

Lance R. Blanco
Sr Vice President, Corporate Development

David Hughes MBA
Sr Vice President, Acquisitions

Dan B. Figgins
Vice President, Imports

Jeff Leys
President, ProDealer & Home Sales

Renee Murdoch CPHR
Vice President, Human Resources

Jason R. West
Vice President, Canada

Contact

To learn more about ADENTRA, contact investor relations at **investors@ADENTRAgroup.com** or **(416) 220-7950**

All dollar values expressed in USD
1. Sales and EBITDA figures calculated using 2025 year-ending values. Adjusted EBITDA and ROIC are non-GAAP and non-IFRS measures.
2. 50% increase in EBITDA through synergies on seasoned M&A completed during 2015–2020
3. Total Shareholder Return CAGR for the 13-year period ended December 31, 2025