

# Calabasas Capital Advises Modul Marble & Granite in its Sale to Architectural Granite & Marble, a Portfolio Company of Trive Capital



Has been acquired by



A portfolio company of

TRIVE CAPITAL

Calabasas Capital served as exclusive financial advisor to Modul Marble & Granite and initiated this transaction.

Los Angeles, CA: Bermuda Import-Export, Inc. doing business as Modul Marble & Granite, ("Modul" or the "Company") has been acquired by Architectural Granite & Marble, LLC ("AGM"), a portfolio company of Trive Capital, for an undisclosed purchase price. Calabasas Capital served as exclusive financial advisor to Modul.

Modul is an importer and distributor of premium natural stone and tile products. The Company was founded nearly 30 years ago and is based in Sun Valley, California. Modul has earned a pristine reputation with Southern California's elite designers, architects, builders and fabricators as a reliable supplier of the world's highest quality and differentiated natural stone products, including marble, granite and quartzite.

Mr. Osep Tokat, founder and co-owner of Modul said, "We are very pleased to have found a strong buyer in AGM which will be able to continue the strong growth we have experienced in our company. Mr. Bonrouhi and his team at Calabasas Capital did an excellent job running a comprehensive sale process, soliciting multiple offers from various interested parties and leading us to this successful outcome."

Mr. Vahe Akpulat, officer and co-owner of Modul said, "I would like to thank David Bonrouhi and his team at Calabasas Capital for guiding us through this process and delivering every step of the way. They understood our business, key value drivers and vision – and in the end found us the right partner in AGM."

David Bonrouhi, Managing Director of Calabasas Capital said, "We are delighted to have completed this transaction for the owners of Modul and to have assisted them in realizing the value of their life's work in this business. This deal made perfect strategic sense for AGM as Modul's Sun Valley location nicely complements the state-of-the art showroom and distribution center which AGM recently built out in Orange County."

Architectural Granite & Marble, headquartered outside of Austin, Texas, is a leading importer and distributor of natural stone, engineered stone, and related products used in residential construction, commercial construction, and remodeling. From its five locations across the United States, AGM serves a national customer base, sourcing materials from around the world while ensuring high quality through a network of material inspection professionals overseas. The Company's longstanding relationships with international quarry operators and stone slab factories help ensure availability of supply and a high level of material consistency for AGM's customer set, which includes leading countertop fabricators, architects, interior designers, and commercial contractors.

Trive Capital is a middle market focused private equity firm which initially partnered with AGM in July of 2015. Trive partners with talented management teams to identify transformational opportunities and deploy best business practices. Since 1998, Trive's team members have successfully sourced, executed and managed more than fifty transactions across a range of industries, representing over \$5 billion in aggregate revenue. Trive Capital currently manages approximately \$900 million in capital. The firm's proven track record is the result of its value creation approach to partnership, extensive network of operators, and strong relationships with financial intermediaries and capital sources. Trive generally looks to invest \$10 million to \$150 million of equity or debt per platform having \$40 million to \$750 million in revenues in a range of industries.

Please contact David Bonrouhi with any questions about this transaction and the M&A advisory services of Calabasas Capital.

### **About Calabasas Capital**

Calabasas Capital is a boutique investment banking firm that provides sell-side and buy-side M&A advisory and private equity and debt capital raising services to lower-middle-market privately-held companies. Securities offered through Fallbrook Capital Securities Corp. Member FINRA – SIPC.

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