

Fabricante e importador de artículos deportivos populares reubicables





MERGERSCORP

The Leader In Business Sales Mergers & Acquisitions

Fabricante e importador de artículos deportivos populares reubicables

Esta empresa, que opera desde su sede en el Medio Oeste, es un diseñador, fabricante e importador líder de tableros, bolsas y accesorios cornhole. Sus productos se venden directamente a los consumidores y a través de mercados específicos como Amazon. Además, la empresa otorga licencias de su nombre, imagen y semejanza a otros fabricantes.

Desde 2003, la misión de la empresa ha sido promover y hacer crecer el deporte del cornhole. Sirve como organismo rector oficial, estandariza el juego y sus reglas, ofrece productos de alta calidad a los consumidores y forma asociaciones estratégicas con otras organizaciones deportivas, como Special Olympics USA.

En los últimos años, la empresa ha realizado importantes inversiones en marketing, lo que ha dado como resultado que su marca sea reconocida como líder de la industria. En 2021, la empresa cambió su enfoque estratégico de tableros y bolsas personalizados a productos prefabricados de mayor duración. Como resultado, el tiempo de respuesta de los pedidos en línea disminuyó de 35 días en 2021 para ciertos productos personalizados a solo 1 día en 2022 para sus ofertas estándar.

Para el año fiscal que finalizó en diciembre de 2022, la empresa generó 7,4 millones de dólares en ingresos, un aumento significativo con respecto a los 1,5 millones de dólares de apenas tres años antes. La compañía proyecta ingresos y EBITDA ajustado de aproximadamente \$8 millones y \$1,25 millones, respectivamente, para su año fiscal que finaliza el 31 de diciembre de 2023, basado en un modesto aumento en la demanda. A pesar de su inversión en la planta de fabricación, la empresa cree que un nuevo propietario podría trasladar el negocio prácticamente a cualquier lugar de Estados Unidos. Además, un propietario con experiencia en canales minoristas puede aprovechar la historia, la marca y los productos de calidad de la empresa.

TARGET PRICE
\$8,000,000

GROSS REVENUE
\$7,400,000

EBITDA
\$1,250,000

BUSINESS TYPE
Equipamiento

INVENTORY
\$2,000,000

ESTABLISHED
2003

COUNTRY
Estados Unidos

BUSINESS ID
L#20230552

The information contained herein does not constitute an offer to sell or a solicitation of an offer or a recommendation to purchase securities under the securities laws of any jurisdiction, including the United States Securities Act of 1933, as amended, or any US state securities laws, or a solicitation to enter into any other transaction.

The projected financial information contained in the Memorandum is based on judgmental estimates and assumptions made by the management of the target Company, about circumstances and events that have not yet taken place. Accordingly, there can be no assurance that the projected results will be attained. In particular, but without prejudice to the generality of the foregoing, no representation or warranty whatsoever is given in relation to the reasonableness or achievability of the projections contained in the Memorandum or in relation to the bases and assumptions underlying such projections and you must satisfy yourself in relation to the reasonableness, achievability and accuracy thereof.

By delivering this Memorandum, neither MergersUS Inc., nor its authorized agents are making any recommendations regarding the acquisition or strategies outlined herein. Interested parties shall exercise independent judgment in, and have sole responsibility for, determining whether an acquisition of the Company is suitable for them, and neither MergersUS Inc, nor its authorized agents have responsibility to, and will not, monitor the condition of interested parties to determine that an acquisition is or remains suitable for them. Among other things, suitability of an acquisition will depend upon an interested party's investment and business plans and financial situation.

This document is prepared for information purposes only. It is made available on the express understanding that it will be used for the sole purpose of assisting the recipients to decide whether they wish to proceed with a further investigation of the Proposed Transaction.

The recipients realize and agree that this document is not intended to form the basis of any investment decision or any other appraisal or decision regarding the Proposed Transaction, and does not constitute the basis for the contract which may be concluded in relation to the Proposed Transaction.

All information contained in this document may subsequently be updated and adjusted. MergersUS Inc. has not independently verified any of the information contained herein or on which this document is based. Neither the Company, nor its management or shareholders, nor MergersUS Inc. , nor any of their respective directors, partners, officers, employees or affiliates make any representation or warranty (express or implied) or accept or will accept any responsibility or liability regarding or in relation to the accuracy or completeness of the information contained in this document or any other written or oral information made available to any interested party or its advisers. Any liability in respect of any such information or any inaccuracy in or omission from the document is expressly disclaimed.

www.mergerscorp.com



MERGERSCORP

The Leader In Business Sales Mergers & Acquisitions

WWW.MERGERSCORP.COM