

# Opportunity

## BN000042283 – Aircraft Performance Engineering Firm with Proprietary Software

Location: Northeast United States



**BENCHMARK**  
INTERNATIONAL

Air Transport and Business Aviation software provider for aircraft performance, with a focus on takeoff, landing, runway analysis, and weight and balance performance.

## Bids Invited

### Key Aspects

- Industry leader with a sterling reputation on its industry
- Highly qualified team of aerospace engineers
- Over 37 years of experience in the industry
- Highly versatile service operations that adapt to the most specific and unique needs of its clients
- Proven and unique proprietary software products that set the company apart from its competitors
- Up to 93% of revenue is produced by repeat customer through yearly service contracts with automatic renewals

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Adj. EBITDA '000
12/31/2019	Internal	\$1,086	\$220
12/31/2020	Internal	\$937	\$155
12/31/2021	Internal	\$1,109	\$430
12/31/2022	Internal	\$1,299	\$568

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

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**615-924-8950**

The above information is designed to enable recipients to make a decision whether to investigate the opportunity further. It is not intended to form the basis of an acquisition decision. The information has not been independently verified by Benchmark International who do not give any representation or warranty as to its accuracy. To receive full details on this business, please contact Benchmark International either by email, post or fax to addresses or number given below. Benchmark International is a sell-side only broker that has been engaged by this business and its owners on a sole and exclusive basis and as such, in the event of a sale, will be entitled to fees solely from the business and its owners. Benchmark International does not seek or accept fees from acquirers.

Benchmark International | 3100 West End Avenue | Suite 150 | Nashville | Tennessee | 37203 | T: 1 615 924 8950 | F: 1 813 280 9871

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### Opportunities

- Expand geographic operational area to capture unrealized market share
- Establish a dedicated marketing and sales team to boost sales and brand awareness
- Capitalize on the expansion of wi-fi services connectivity
- Capture additional wallet share from existing customer base
- Opportunity to expand and target new industries such as military and government agencies

### Headquartered

- Northeast United States

### Real Estate

- The company operates from a 2,600 sq. ft. facility leased from an affiliated entity. There is room to grow in the current location, which is about 70% occupied.

### Shareholder Objectives

- The owner would like to retire and move on to non-related business ventures and is open to various deal structures. The owner is also willing to remain on with new ownership for a transition period if needed.

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