

# Opportunity

**BN000047889 – Federally Licensed Retail and E-Commerce Firearms Dealer**

Location: Midwest U.S.



The company is a federally licensed retail and e-commerce firearms dealer. In addition to a wide variety of firearms, the company sells ammo, apparel, parts & accessories, knives, tools, and optics, as well as offers an on-premise outdoor firing range.

## Bids Invited

### Key Aspects

- Member of a buy group, which allows the company to receive distributor pricing on major lines and brands of firearms
- Successful e-commerce market segment with an estimated 50% of the company's revenue generated via online sales, according to ownership
- Largest retail display of firearms in the United States, according to ownership
- Strong management team, handling day-to-day operations
- Company possesses both federal firearms licenses (FFLs) for manufacturing and dealing firearms
- Member of the National Shooting Sports Foundation (NSSF)

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Reviewed	\$7,495	\$1,783	\$479
12/31/2020	Reviewed	\$20,083	\$3,645	\$1,166
12/31/2021	Reviewed	\$19,672	\$4,196	\$1,266
12/31/2022	Reviewed	\$11,866	\$4,279	\$1,878

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

**Southwest Team (L)**  
**swteam@benchmarkintl.com**  
**(512) 347-2000**

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## Opportunities

- Further utilize the company's FFL to increase manufacturing capabilities
- Expand facility capacity to increase inventory storage capabilities
- Develop a franchise model to create a distribution network throughout the country
- Establish a firearm range membership to generate recurring revenue

## Headquartered

- Midwest U.S.

## Current Markets

- The company serves individuals and businesses via retail and e-commerce channels. The company's e-commerce customer base is located throughout the United States with retail customers originating in the company's local market.

## Real Estate

- The company operates from a 107,000 square-foot building on a 33-acre industrial-zoned property. The building is held by ownership. Ownership expects the property to be included in the transaction along with the company.

## Shareholder Objectives

- The sole owner would like to pursue non-competing business ventures and is seeking an eventual full exit from the company. Ownership is open to various deal structures to facilitate a transaction.

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**Benchmark International | 2009 S Capital of Texas Hwy | Suite 300 | Austin | Texas | 78746 | T: 1 512 347 2000 | F: 1 512 330 9594**

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