

Opportunity

BM005374 – Durable Medical Equipment (DME) Storefront

Location: Southeast US



The company operates as a stand-alone retail storefront that provides durable medical equipment (DME) sales, rentals, and supplies.

Bids Invited

Key Aspects

- Average gross profit margins of 83.1% from 2021 to the trailing twelve months (TTM) ending March 31, 2023
- Average adjusted EBITDA margins of 23.7% from 2021 to the TTM ending March 31, 2023
- Stand-alone storefront offering DME with high margins
- Consults with and evaluates patients directly, resulting in a 5-star Google review
- Management notes estimated revenue breakdown is 75% rentals and 25% one-time sales
- Offers DME to hospice clients and has one hospice agency contract in place as of January 2023

Note: In addition to the storefront, the offering may include a manufacturer of orthotics for a select number of patented products and a provider of medical equipment and services for home health care and long-term patient needs. The financial performance of these entities has been excluded from this Teaser. Additional information can be provided upon request.

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2021	Internal	\$372	\$315	\$68
12/31/2022	Internal	\$353	\$302	\$98
3/31/2023	TTM	\$379	\$300	\$95

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

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Opportunities

- Capitalize on the aging baby boomer demographic that will increasingly require DME
- Create a website to establish online sales
- Expand sales force to capture a greater market share
- Institutionalize bookkeeping and realize financial efficiencies
- Grow product line and services

Headquartered

- Southeast US

Current Markets

- The company serves the geriatric population and individual patients in need of DME rentals and supplies in the Southeast US.

Real Estate

- The company operates from a 2,000+ sq. ft. retail storefront in the Southeast US. The company leases the space from an unrelated third party.

Shareholder Objectives

- The company is equally owned by a husband-and-wife team who are approaching retirement. They are willing to remain with the company for a period of time to ensure a smooth transition of ownership.

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