

Opportunity

BN000045705 - LED Lighting Products Supplier

Location: Southeast, US



BENCHMARK
INTERNATIONAL

The company sells light emitting diode (LED) lighting products and designs advanced lighting systems for customers throughout the United States. The company primarily sells its products through its distribution channels, but also offers direct sales for turnkey solutions.

Bids Invited

Key Aspects

- Revenue and adjusted EBITDA grew at compound annual growth rates of 16.0% and 47.4%, respectively, from 2020 through the trailing twelve months ending May 31, 2023
- Primarily serves industrial & commercial customers
- Nationwide distribution channels
- Industry-best warranty coverage, according to management

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Internal	\$2,618	\$848	\$241
12/31/2021	Internal	\$2,895	\$1,395	\$570
12/31/2022	Internal	\$3,133	\$1,384	\$247
5/31/2023	TTM	\$3,751	\$1,803	\$617

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

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Opportunities

- Grow revenue through new product launches
- Increase work with government entities through newly-signed US General Services Administration (GSA) contract
- Capitalize on the high growth rate of the LED lighting market
- Continue to add distributors to expand customer base

Headquartered

- Southeast, US

Current Markets

- The company offers its products to all markets across the United States through its nationwide distribution channels, with a focus on the industrial and commercial industries

Real Estate

- The company operates from a 13,000 sq. ft. facility, made up of office & warehouse space, leased from an affiliated entity
- The real estate is not expected to be included in the sale of the company, but ownership is willing to enter into a long-term lease

Shareholder Objectives

- The company is fully owned by a single shareholder who wants to financially de-risk
- The owner is willing to remain with the company for a predetermined period to facilitate a smooth transition to new ownership

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