Opportunity

BM003525 – American Industrial Supplier of Rugged Ethernet and Optical Products

Location: Midwest US

BENCHMARK INTERNATIONAL

The company is an American Industrial supplier of rugged outdoor ethernet packet and optical products that run the world's largest networks. The company's products combine Advanced Asic hardware with intelligent software to make networks smarter, more secure, faster and more economical. The company is an original design manufacturer that partners with other companies to provide USA-made National Security Agency patented high security ethernet gigabit switches with multiple configurations for IoT networking EG.

Bids Invited

Key Aspects

- 60% of Sales are repeat business
- Absence of physical location makes relocation and/or acquisition efficient
- Invented, patented, and now sells the only ethernet switch that carries rack input file KY-3170 series for traffic enclosures
- The only company that has system on chip and National Security Agency network endpoint guideline certified 'patent' security that shuts down on the console port, full chassis, & reset button
- Trademarked National Security Agency technology registered and owned 3170 in United States and Canada

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA* '000
12/31/2018	Tax Returns	$774	$83	($8)
12/31/2019	Tax Returns	$738	$48	($89)
12/31/2020	Tax Returns	$790	$299	$182
12/31/2021	Tax Returns	$843	$144	$62

* Earnings before interest, tax, depreciation and amortization (non-cash items)

In order that we may obtain our client's permission to release the Information Memorandum, please register your interest by completing the Non-Disclosure Agreement (including the Acquisition Profile) and return to:

Tyrus O'Neill
oneill@benchmarkintl.com
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

Benchmark International is the trading name of Benchmark International CSSB, LLC

Opportunity

BM003525 – American Industrial Supplier of Rugged Ethernet and Optical Products

Location: Midwest US

BENCHMARK INTERNATIONAL

Opportunities

- Expansion plans include new contracts with local state governments such as Texas, Oklahoma, Hawaii, and potentially the European market (Italy)
- New fiber optic ethernet switch connectors, which provide additional connections in the same switch.
- Partnership with Japanese company, Hirose, enabling production of IX connector industrial ethernet products.
- Develop sales force and expand current marketing efforts.
- Being acquired by a large company with the resources to leverage the state of the art technology with local and state governments.

Headquartered

Midwest, but relocation is possible

Current Markets

USA and Canada

Real Estate

The company has no physical address. Relocation of the business is possible.

Shareholder Objectives

One person owns 100% of the company. The owner agreed to sell the business for purposes of retirement.

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

Benchmark International is the trading name of Benchmark International CSSB, LLC