

Opportunity

BN000039456 – CAD/CAM, CNC, Reverse Engineering Hardware and Software, and Inspection Solutions Provider

Location: United States



BENCHMARK
INTERNATIONAL

This is an award-winning distributor of CAD/CAM, CNC, reverse engineering hardware and software, and inspection solutions to customers in virtually every industry. The company leveraged 30 years of experience in heavy-hitting industries such as automotive and aerospace to bring first-of-its-kind patent-pending milling automation to the dental industry and has won awards for innovation, product quality, and customer service. It is a dealer of Mastercam, the world's leading CAM software, and continually receives recognition as one of the most prominent dealers in North America, offering a full line of solutions for the dental industry and is recognized as the #1 ARUM milling machine dealer in the world. The company is a provider of equipment, software and consumables that cover every stage of digital dental workflow in a soon-to-explode dental market ready to adopt these in-house technologies.

Bids Invited

Key Aspects

- Established business with over 25 years in the industry
- Exclusive Mastercam dealer in its territory
- Estimated \$3.4 million recurring revenue through software maintenance and service contracts
- Artificial intelligence enabled software to produce faster, more complete, higher-quality, higher accuracy results
- Knowledgeable sales force on high-tech products
- Repeat business is estimated at 83%
- High-quality, reliable machines and products

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA* '000
10/31/2018	Tax Returns	\$9,698	\$4,744	\$503
10/31/2019	Tax Returns	\$11,720	\$5,510	\$687
10/31/2020	Tax Returns	\$9,345	\$4,458	\$139
10/31/2021	Tax Returns	\$12,427	\$5,135	\$465

* 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

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Opportunities

- Deep relationships with media partners, publications, editors and publishers in the dental space who provide steeply-discounted advertising rates and free, added-value media coverage including magazine cover tips.
- Strongly differentiated from the competition: the company developed unique, proprietary enhancements to increase product reliability and to increase product reliability and precision. Mills have been well branded and have strong name recognition that can be leveraged in the industry.
- Growth opportunity due to number of companies entering clear-aligner market (since Invisalign patent expiration) and a large number of doctors tech in-house.
- Expansion in dental industry through robotics and new automation-enabled machine offerings.
- Capture additional wallet share within existing customer base and expansion into new markets.

Headquartered

- Northern United States

Current Markets

- Industrial businesses and the dental industry

Real Estate

- The company operates from an 8,666 square foot facility leased from an affiliated entity. The company leases an additional 1,792 square foot facility from an unrelated third party to facilitate classroom training. There is room to grow in the current location.

Shareholder Objectives

- The company has one majority owner and one minority owner. Both owners are in agreement with the sale of the company and open to various deal structures.

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