

Opportunity

BM009820 – Home Appliance Retailer and Service Provider with Over 60 Years of Experience

Location: Southeast US



The company is a retailer of home appliances to homeowners, businesses, and builders. The company provides outstanding customer service, quality products, and low prices. The company also provides service after the sale with its in-house service department.

Bids Invited

Key Aspects

- Revenue and adjusted EBITDA grew at a compound annual growth rate (CAGR) of 9.6% and 25.5% from 2019 to 2021, respectively
- Average gross profit margin of 29.0% from 2019 to 2021
- Over 60 years of operating experience
- Strong brand recognition in its area
- Strategically located in a large metropolitan are
- BBB Rating: A+ since 1960
- High-volume of customers served each year, receiving, on average, nearly 12,000 service calls and 5,700 delivery and installation orders
- Partnerships with well-known manufacturers

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA* '000
12/31/2019	Tax Returns	\$9,206	\$2,369	\$515
12/31/2020	Tax Returns	\$9,713	\$2,802	\$895
12/31/2021	Internal	\$11,061	\$3,582	\$812
3/31/2022	TTM	\$10,990	\$3,578	\$764

* 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:

Paul Manry
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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.

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Opportunities

- Continue to expand product offerings and develop new manufacturer relationships to attract new customers
- Open additional stores to expand market reach
- Implement a recurring revenue model through annual maintenance contracts
- Expand product offerings to include smart home appliances, which is expected to show a compound annual growth rate over 16% from 2021 to 2025

Headquartered

- Southeast

Current Markets

- The company serves homeowners, businesses, and builders.

Real Estate

- The company operates from a facility leased from an affiliated entity. There is room to grow in the current location.

Shareholder Objectives

- The company is owned by two shareholders, one of whom is active in the business. The owners are seeking exit options to pursue retirement and believe the company is in a position where new ownership can take advantage of the growth opportunities in the market.

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