

Opportunity

BN000037942 – Precision Metal Fabrication Company

Location: Northeast



The company is precision machine shop and metal fabrication company specializing in forestry, agriculture, and packaging industries. The company offers custom manufacturing, engineering, and design services and has extensive production, machining, laser cutting, forming, and welding capabilities.

Bids Invited

Key Aspects

- Adjusted EBITDA margins have averaged 19.5% from 2018 to 2021
- Average gross profit margin of 35.8% from 2018 to 2021
- As of October 2021, estimated future orders per blanket purchase agreements is approximately \$990K
- High repeat business rate
- Highly trained staff and modern production facility

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
10/31/2018	Reviewed	\$5,048	\$1,817	\$903
10/31/2019	Reviewed	\$5,001	\$1,872	\$970
12/31/2020	Reviewed	\$4,382	\$1,462	\$682
12/31/2021	Reviewed	\$5,783	\$2,096	\$1,447

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

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Opportunities

- Expand geographic footprint
- Continue to expand service offerings to attract new customers
- Implement a comprehensive marketing strategy in order to capture a greater market share
- Capitalize on the company's recent single-source procurement agreement to serve 40 plants

Headquartered

- Northeast

Current Markets

- The company primarily serves manufacturers in the forestry, agriculture, and packaging industries across North America.

Real Estate

- The company operates from a 36,000 sq. ft. facility leased from an affiliated entity. The owners would like to include the property in the sale of the business but are open to negotiations.

Shareholder Objectives

- The company is equally owned by three active shareholders. Two owners are approaching retirement age and would like to pursue other interests. To ensure a smooth transition, they are willing to remain with the company after the sale for a period of up to one year. The remaining owner is willing to stay on with the new ownership in his current or comparable role for a period of up to three years.

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