Opportunity

BM009917 – Warehouse ID Signage & Install

Location: Southeast US

The company is an assembler and installer of specialist labels, signs, and floor striping solutions. The company designs, assembles, ships, and installs its labels and signs. The company utilizes streamlined operations and high-tech equipment to meet demand and handle large projects.

Bids Invited

Key Aspects

- Revenue and adjusted EBITDA grew at compound annual growth rates (CAGRs) of 22.1% and 20.6%, respectively, from 2019 through 2022
- Average gross profit (GP) margin of 57.1% from 2019 to 2022
- Print systems can handle over one million labels for a single order
- Utilization of direct ultraviolet (UV) print machines for its signs
- Installation included in most sales
- Hundreds of pre-produced or custom label and sign options

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Internal	$7,295	$3,659	$1,819
12/31/2020	Internal	$8,784	$4,628	$1,814
12/31/2021	Internal	$10,869	$7,198	$3,391
12/31/2022	Internal	$13,267	$7,874	$3,195

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

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Opportunities

- Capitalize on online store sales of pre-designed company-produced products
- Provide installation services for floor tape manufacturer supply-only networks
- Grow ready-to-install flat pack shadow board products
- Capitalize on the increase of promotional and consumable warehouse labels, establishing repeat revenue streams
- Increase sales internationally

Headquartered

- Southeast US

Current Markets

- The company services commercial clients focusing on logistics and distribution warehouse services throughout the US.

Real Estate

- The company operates from a 20,000 sq. ft. facility leased from an affiliated entity. There is room to grow in the current location.

Shareholder Objectives

- The company is fully owned by a single shareholder who would like to pursue retirement. 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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