

Opportunity

BN000047164 – IP Holder of Ready-to-Scale Pool Deck Resurfacing Firm

Location: Mid-Atlantic, US



The company is a beneficiary owner of intellectual property (IP), including equipment, materials, and processes for a regional concrete resurfacing company ready to scale nationwide.

Bids Invited

Key Aspects

- The company's revenue grew at a compound annual growth rate (CAGR) of 25.8% from 2019 through 2022
- The company's adjusted EBITDA grew at a CAGR of 46.8% from 2019 through 2022
- Serves a related regional concrete resurfacing company that has experienced a 30.3% and 96.2% CAGR in revenue and adjusted EBITDA, respectively, from 2019 to 2022
- In 2022, the regional concrete resurfacing company achieved an adjusted EBITDA of \$628K
- Licensing recurring revenue model
- The owner has three utility patents and three design patents

Key Indicators

Period Ending	Revenue Source	Revenue '000	Adj. EBITDA '000
12/31/2019	Internal	\$68	\$34
12/31/2020	Internal	\$100	\$72
12/31/2021	Internal	\$130	\$122
12/31/2022	Internal	\$136	\$109

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

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Opportunities

- Capitalize on the already established operating model
- Expand geographically utilizing the scalable technology
- License the access of the IP to other businesses to increase revenue

Headquartered

- Mid-Atlantic, US

Current Markets

- The company serves a concrete resurfacing installation business in the northeast US

Shareholder Objectives

- The company is fully owned by a single shareholder. The owner is seeking a buyer to help create a national installation network that utilizes the company's technology, materials, and processes. The owner is excited to remain with the company and help facilitate growth.

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