

Opportunity

BN000035705 – Print Shop with Wide-Ranging Capabilities and High-Quality Craftsmanship

Location: Southeastern United States



The company utilizes cutting-edge technology to provide printing options from graphics to an unlimited variety of innovative solutions. Primarily B2B, the company has delivered high quality printed graphics to its customers and has the capabilities to innovate and expand into new markets.

Bids Invited

Key Aspects

- Extremely diverse product and services offering allows the company to act as a one-stop-shop for all printing, graphic, branding, and marketing needs
- Organic revenue growth over each of the last four years
- Ability to provide products B2B and B2C establishes a diverse customer base with stable revenue streams
- Abundant opportunities for growth in several business categories where the markets are experiencing explosive growth, such as the wall murals / wall covering market and environmental graphics market

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Internal	\$6,283	\$3,840	\$1,110
12/31/2021	Internal	\$7,402	\$4,784	\$1,918
12/31/2022	Internal	\$9,309	\$5,937	\$2,098
7/31/2023	TTM	\$11,090	\$3,939	\$3,001

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

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Opportunities

- Develop new and innovative products in order to capture additional revenue from its current customers
- Enhance the company's website and online ordering features
- Increase fulfillment capabilities to limit items that need to be outsourced
- Grow the design team in order to keep current with technological advances in the industry
- Continue to scale up an established Web-to-Print platform that is already established with several large corporate clients

Headquartered

- Southeastern United States

Current Markets

- The company serves the business services, retail, corporate employee benefits, wellness & recruiting, churches & non-profit, education, healthcare, restaurant & hospitality, banking & finance, and entertainment industries.

Real Estate

- The company operates from a 25,000 sq. ft. facility leased from an affiliated entity. The company also leases a 10,000 sq. ft. storage facility from an affiliated entity. Management is open to entering into a long-term lease to rent the facility.

Shareholder Objectives

- The company is fully owned by a single shareholder. The owner is seeking retirement and would like to find a strategic buyer who can execute the growth he has envisioned for the company. The owner is open to various deal structures and is willing to remain for a transition period.

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