

# Opportunity

## BN000045687 – High-End Event Furniture Rental Company

Location: Southeast, US



The company is a high-end event furniture rental business. The company rents out luxury furniture, dinnerware, décor, and more for events such as weddings, galas, and corporate & private events.

## Bids Invited

### Key Aspects

- Revenue and adjusted EBITDA grew at compound annual growth rates of 9.9% and 39.4%, respectively, from 2019 through the trailing twelve months (TTM) ending May 31, 2023
- Adjusted EBITDA and gross profit margins averaged 25.2% and 81.3%, respectively, from 2019 through 2022
- Low client concentration - no single client generated more than 6.3% of revenue in 2022

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Internal	\$1,934	\$1,530	\$355
12/31/2020	Internal	\$1,112	\$877	\$120
12/31/2021	Internal	\$2,003	\$1,629	\$536
12/31/2022	Internal	\$2,763	\$2,376	\$1,239
5/31/2023	TTM	\$2,671	\$2,306	\$1,107

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

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### Opportunities

- Gain market share through geographic expansion
- Increase revenue by expanding product & service offerings, such as event planning
- Grow online exposure by search engine optimizing the company's website
- Increase margins by continuing to expand into the retail/direct-to-consumer market

### Headquartered

- Southeast, US

### Current Markets

- The company serves businesses and individuals within the state of its current operations

### Real Estate

- The company operates from a 38,379 sq. ft. facility leased from an unrelated third party
- The facility includes showroom, office, and warehouse space
- There is room to grow in the facility, and the company is relocatable

### Shareholder Objectives

- The company is fully owned by a single shareholder who is seeking 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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