

Opportunity

BN000029428 – Electrical Equipment Distributor & Energy Storage Service Provider

Location: Southeast U.S.



BENCHMARK
INTERNATIONAL

The Company sells, installs, and services industrial electrical equipment and energy storage equipment for broadband providers, utility companies, manufacturing companies, distribution companies, warehouses, and data centers.

Bids Invited

Key Aspects

- Revenue increased at a compound annual growth rate of 6.2% from 2020 to 2023
- As of December 31, 2023, the Company has over 30 projects in progress with a total estimated backlog of \$792,000
- In operation for over 48 years
- Excellent reputation in immediate and surrounding regions
- Superior customer service delivered 24/7
- Long serviceable life of products provides a high rate of repeat business
- Operational systems and tools have been put in place to allow the company to service large customers

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Internal	\$2,859	\$1,082	\$304
12/31/2021	Internal	\$2,938	\$1,119	\$210
12/31/2022	Internal	\$4,077	\$1,181	\$273
12/31/2023	Internal	\$3,425	\$1,145	\$227

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

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Benchmark International is the trading name of Benchmark International CSSA, LLC

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Opportunities

- Expand existing customer accounts by providing service to additional locations
- Sell complementary products and services for existing customers in data center, utility, and broadband industries
- Increase advertising efforts
- Capture larger market share in renewable energy power storage
- Expand lithium-ion battery product and service offering

Headquartered

- Southeast, US

Current Markets

- Customers include broadband providers, utility companies, manufacturing companies, distribution companies, warehouses and data centers in the mid-Atlantic and Southeastern US.

Real Estate

- The Company operates from a 10,000 sq. ft. facility leased from an unrelated third party
- The facility includes 3,000 sq. ft. of office space and 7,000 sq. ft. of warehouse space

Shareholder Objectives

- The owners are seeking a full sale of the Company
- Upon a sale, the owners are open to various transition plans, including a long-term commitment under new ownership

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