



A Neumann & Associates, LLC
Affiliated with Americas Largest Network of M&A Professionals

Business Profile

Engagement: 1492-2153B

Company Information

Line of business: Audio, Visual & Lighting Products and Services

Location: Eastern Pennsylvania

In Business: 35+ years

Employees: 10+

Facilities: 5,000 SF Showroom & Office (leased)

Reason for Sale: Retirement (consulting available)

Company Assets:

• Net Working Capital	\$205,000
• Leasehold Improvements	\$0
• Office – Furniture & Computer	\$95,000
• Vehicles, Trailers, Forklifts	\$115,000
• Equipment & Tooling	\$180,000
• Other	\$0
<u>Total Assets included in Sale</u>	<u>\$595,000</u>

Sales and Cash Flow:

(All Information Based On P&L/Tax Returns)

<u>Fiscal Year End</u>	<u>Revenue</u>	<u>Seller Discretionary Cash Flow</u>
2023	\$4,000,000	\$790,000
2024	\$4,800,000	\$775,000
2025	\$4,500,000	\$800,000
2026 (e)	\$4,200,000	\$765,000



Executive Summary

This well-known **Audio, Visual & Lighting Products and Services Company** has provided quality and expert AV and lighting support for commercial, retail and institutional customers in the surrounding PA/NJ region for over 35 years. The Company has experienced consistent revenue growth and enjoys high operating margins with documented profitability. The seller's 5,000 SF facilities (including extensive showroom) are perfectly suited to servicing the local target market.

The Company enjoys a **significant competitive advantage** by leveraging its locally recognized brand, industry expertise and impeccable reputation to provide its loyal client base with an exceptional customer experience and fair pricing – stability and growth have been the result. This is a turnkey operation with experienced management and technicians in place plus an owner that is willing to stay on in an advisory role. It is projected that a new owner will obtain **compelling additional growth** by expanding the direct sales efforts to serve a wider territory and additional sectors with a minimal personnel investment of \$150k to \$250k per year. The Company projects an accelerated revenue growth rate under such premise of 15% to 25% per year.

The company has been **fully reviewed and conservatively appraised** by an accredited national valuation firm at 4.2x EBITDA (2025). A full valuation report is included and there is \$205,000 in Net Working Capital plus another \$390,000 in Fixed Assets included in the deal. The business is pre-qualified by an SBA lender subject to buyer's financials, and by implementing the proposed deal structure an owner operator will obtain more than **\$380,000 benefit in after-acquisition-debt cash flow in Year #1 – 75% return on equity investment**.

A comfortable **transition period** will be provided by the owner who truly wants to see the business continue to flourish. Seller will consider a mid-term consulting agreement thereafter. A very well trained and highly qualified team will stay in place and support the new owner in all aspects of the business.

(ALL DATA BASED ON SIGNED TAX RETURNS)

Deal Structure **(Proposed)**

Buyer Cash Down @ Closing	\$514,000
Buyer Bank Financing	\$1,542,000
Seller Financing @ 9.75% / 5 years	\$514,000
Total Purchase Price	\$2,570,000

Note: If applicable, all real estate offered by ANA Commercial Real Estate, LLC

Buyer Benefits

1) Stable Business for 35+ Years – High Margins & Significant Growth Potential
2) Niche Expertise & Loyal Diverse Customer Base – No Client Concentrations
3) Turnkey Operation with Showroom – Key Management & Technicians in Place
4) Acquisition Financing Approved for 80% of Deal – 75% ROI in Year #1

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NOTE: All data is based on signed tax returns and financial records. A Neumann & Associates has made no investigation or verification of the information presented herein. No additional information will be released until the Buyer has been fully reviewed and sufficient cash is available.