# A Neumann & Associates, LLC

**Affiliated with Americas Largest Network of M&A Professionals**

**Business Profile** | **Engagement: 1492-2140C**

## *Company Information*

**Line of business:** Electrical Manufacturer's Representative

**Location:** New England

**In Business:** 25+ years

**Employees:** 6+

**Facilities:** 5,000 SF Office (leased)

**Reason for Sale:** Retirement (consulting available)

**Company Assets:**

| | |
|---|---|
| • Net Working Capital | $25,000 |
| • Leasehold Improvements | $25,000 |
| • Office – Furniture & Computer | $10,000 |
| • Vehicles, Trailers, Forklifts | $0 |
| • Equipment & Tooling | $0 |
| • Other | $0 |
| **Total Assets included in Sale** | **$60,000** |

**Sales and Cash Flow:** (All Information Based On P&L/Tax Returns)

| Fiscal Year End | Revenue | Seller Discretionary Cash Flow |
|---|---|---|
| 2023 | $1,230,000 | $530,000 |
| 2024 | $1,150,000 | $550,000 |
| 2025 | $1,100,000 | $350,000 |
| 2026 (e) | $1,100,000 | $390,000 |

## *Executive Summary*

This well-known **Electrical Product Manufacturer's Representative** represents nationally recognized manufacturing firms which are consistently rated best in their respective categories. The company services six New England states through a large network of distributors. This business currently operates from a conveniently located 5,000 sq. ft. office building.

The company enjoys a **competitive advantage** in the service area through its many manufacturer and distributor contracts as well as its strong relationships with customers. The Company has a successful 25+ year foundation and is poised for future growth.

The company's primary **growth potential** will come from driving existing lines and by adding new manufacturer lines to the portfolio. Additional growth is also possible in the future by servicing existing brands in a wider territory.

There is $25,000 in Net Working Capital plus another $35,000 in Fixed Assets included in the deal. By implementing the proposed deal structure an owner operator will obtain more than **$180,000 benefit in after-acquisition-debt cash flow in Year #1 – almost 65% return on equity investment**.

The seller is offering a favorable deal structure leveraging a higher seller financing at a lower than market interest rate. A comfortable **transition period** will be provided by the owner who truly wants to see the business continue to flourish. Seller is open to a 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 | $287,500 |
| Buyer Bank Financing | $287,500 |
| Seller Financing @ 5% / 5 years | $575,000 |
| Performance based seller note | $200,000 |
| **Total Purchase Price** | **$1,350,000** |

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

### *Buyer Benefits*

| |
|---|
| 1) Excellent business Reputation, for 25+ years –with strong Manufacturer, Distributor and Customer relationships. |
| 2) Motivated owner helping in the transition, incl. potential consulting agreement |
| 3) Seller financing for 50% of asking price |

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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.**