



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

Business Profile

Engagement: 1492-2160

Company Information

Line of business: Home Electronics /Theater Services Firm

Location: Connecticut

In Business: 10+ years

Employees: 2+ Subcontractors

Facilities: Home Office (relocatable)

Reason for Sale: Retirement (consulting available)

Company Assets:

• Net Working Capital	\$45,000
• Leasehold Improvements	\$0
• Office – Furniture & Computer	\$0
• Vehicles, Trailers, Forklifts	\$40,000
• Equipment & Tooling	\$5,000
• Other	\$0
<u>Total Assets included in Sale</u>	<u>\$90,000</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	\$910,000	\$225,000
2024	\$1,320,000	\$300,000
2025	\$1,250,000	\$365,000
2026 (e)	\$1,375,000	\$405,000



Executive Summary

This well-known **Home Electronics and Home Theater Services Firm** provides a wide array of design and installation services to a high-end residential client base throughout the New England region. The firm enjoys significant operating margins, documented profitability and significant owner benefit. This business currently operates from a conveniently located home office with additional outside storage for large jobs and can be easily relocated to meet a new owner's preferred location.

The company enjoys a **strong competitive advantage** in the service area through its tenure in the marketplace as a customer centric high service organization. The Company has a solid foundation and is poised for accelerated growth.

It is projected that a new owner will obtain **significant additional growth** by expanding team capacity to service higher customer demand with a minimal investment of \$200,000. The Company projects an annual revenue growth rate under such premise of 25%+ per year with higher gross margins.

The company has been **fully reviewed and conservatively appraised** by an accredited national valuation firm at 4.4x EBITDA (ttm). A full valuation report is included and there is \$45,000 in Net Working Capital plus another \$45,000 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 **\$190,000 benefit in after-acquisition-debt cash flow in Year #1 – over 80% return on equity investment.**

A comfortable **transition period** including a mid-term consulting agreement thereafter will be provided by the owner who truly wants to see the business continue to flourish. 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	\$242,000
Buyer Bank Financing	\$726,000
Seller Financing @ 9.75% / 5 years	\$242,000
Long Term Debt Assumption	\$0
Total Purchase Price	\$1,210,000

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

Buyer Benefits

1) Growing business for 10+ years – leader in niche market with solid growth potential
2) Motivated owner helping in the multi-year transition, including training
3) Acquisition financing approved for 80% of asking price – 80% 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.