

**Marine Products (Fabricator & Seller)
Acquisition Opportunity**

Client #10384

This company is a fabricator and seller of well-recognized marine products. The company designs, manufactures, and markets their products for all types of boats.

Their product lines are fabricated in the USA using the highest quality materials which meet and exceed their B2C and B2B customers' expectations.

Historically sales are domestic however the evolution of online retail and consumer comfort / acceptance with buying online has expanded their footprint outside of the US. This is also a key area of continued growth for the company going forward.

The owners have worked hard to build a knowledgeable and experienced team inclusive of third-party management for daily operations.

Summary historical financials can be found below:

<i>(\$ Thousands)</i>	FY20	FY21
Revenue	\$2,622	\$2,557
Cost of Goods Sold	1,289	1,337
Gross Profit	\$1,333	\$1,220
Operating Expenses	680	718
Adjusted EBITDA	\$653	\$502

After spending the majority of their careers in the business the owners feel the time is right, and the business is well-positioned, to transfer to a new owner. They believe an energetic, growth-oriented acquirer can capitalize on their historical success, brand recognition, and best-in-class products while taking the business to the next level.

To learn more about this opportunity, please contact us at 484-534-8600 or info@bma1.com.