

AVAILABLE FOR ACQUISITION

40-Year-Old Proprietary Marine Accessory Manufacturing and Distribution



2022 Projected Revenue \$16,000,000
2022 Projected Adjusted EBITDA \$3,600,000

With operations in the United States and Europe, this company has a unique niche with its proprietary manufactured products and exclusive national and international distributorship product lines. It is the world's number one supplier in several product categories. The company has 40+ years of experience in the industry, is highly profitable, and is adding products regularly.

Manufactured products represent 56% of the U.S. company's revenue, 49% of the European company's revenue, and 63% of its Gross Profit, while direct-to-consumer sales represent 27%.

The management believes that it is the only company of this size with a complete line of quality boat operations-focused products for its market. They serve boating customers worldwide, including sailboats, motorboats, and commercial vessels (tugboats, fishing boats, tour boats, fast ferries, etc.), with no customer or supplier concentration. Growth can come from new product lines and geographic expansion. They have statistics showing how adding salespeople or distributors to a market can lead to significant sales increases. With 37% of boat owners being new ones in the last two years, there is immense potential for retrofitting and improvements of boats that were in storage or yards. They also serve the commercial boat market and there are non-marine applications for their top proprietary products.

Their current and planned facilities have efficient production and warehouse space, and a long-term lease is available. They have been able to retain highly dedicated, motivated long-term employees, and have very low turnover. The second-tier management team is in place, and one of the two owners will remain on board for an extended period of time, while the other will remain available on an as-needed basis.



Three-Year Financial Summary and Averages

Consolidated figures from the U.S. company

	2019	2020	2021
Sales	8,621,322	8,402,845	11,430,875
COGS	3,433,361	3,404,470	4,956,411
GP	5,187,961	4,998,375	6,474,364
Adjusted EBITDA	\$1,548,960	\$1,615,100	\$2,614,900

European Summary in Euros

European company fiscal year is October 1 to September 30

	2019	2020	2021
Sales	2,541,393	2,700,724	3,579,249
Materials	1,242,113	1,252,015	1,861,335
GP	1,299,280	1,448,709	1,717,914
Adjusted EBITDA	€220,137	€273,694	€449,482
In U.S. \$ @ 1.05 conversion rate	\$231,144	\$287,379	\$471,956

The U.S. and European Total in U.S. Dollars

Sales	\$11,289,785	\$11,248,605	\$15,189,086
Adjusted EBITDA	\$1,780,104	\$1,901,479	\$3,086,856

For more information
please contact:

Richard Parker
Roy Street Advisors
561-308-165
rp@roystreet.com

John Martinka and Jessica Martinka
Nokomis Advisory Services
John: 425-533-4577
john@nokomisadvisory.com
Jessica: 425-319-6984
jessica@nokomisadvisory.com

ROY STREET ADVISORS

NOKOMIS
ADVISORY SERVICES

VERY CONFIDENTIAL. ALL BUYERS MUST BE PRE-APPROVED BY COMPANY REPRESENTATIVES AND SELLERS. NO EXCEPTIONS. REPRESENTATIVES AND SELLERS MAY DISQUALIFY ANY BUYERS AT THEIR SOLE AND ABSOLUTE DISCRETION. COMPANY BACKGROUND AND FINANCIAL CAPACITY WILL BE REQUIRED PRIOR TO ANY ADDITIONAL INFORMATION BEING PROVIDED.