

Produttore e importatore di articoli sportivi popolari trasferibile



MERGERSCORP

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Con sede nel Midwest, questa azienda è leader nel design, nella produzione e nell'importazione di cornhole, borse e accessori. I suoi prodotti sono venduti direttamente ai consumatori e attraverso marketplace specifici come Amazon. Inoltre, l'azienda concede in licenza il suo nome, la sua immagine e la sua somiglianza ad altri produttori.

Dal 2003, la missione dell'azienda è promuovere e far crescere lo sport del cornhole. È l'organo ufficiale di governo, che standardizza il gioco e le sue regole, fornisce prodotti di alta qualità ai consumatori e stringe partnership strategiche con altre organizzazioni sportive, come le Special Olympics USA.

Negli ultimi anni, l'azienda ha investito molto nel marketing, tanto che il suo marchio è stato riconosciuto come leader del settore. Nel 2021, l'azienda ha spostato il suo focus strategico dalle tavole e dai sacchi personalizzati ai prodotti pronti di lunga durata. Di conseguenza, i tempi di evasione degli ordini online sono diminuiti da 35 giorni nel 2021 per alcuni prodotti personalizzati a un solo giorno nel 2022 per le offerte standard.

Per l'anno fiscale conclusosi nel dicembre 2022, l'azienda ha generato entrate per 7,4 milioni di dollari, un aumento significativo rispetto agli 1,5 milioni di dollari di soli tre anni prima. L'azienda prevede un fatturato e un EBITDA rettificato di circa 8 milioni di dollari e 1,25 milioni di dollari, rispettivamente, per l'anno fiscale che si concluderà il 31 dicembre 2023, sulla base di un modesto aumento della domanda. Nonostante l'investimento nello stabilimento di produzione, l'azienda ritiene che un nuovo proprietario potrebbe trasferire l'attività praticamente ovunque negli Stati Uniti. Inoltre, un proprietario con esperienza nei canali di vendita al dettaglio può sfruttare la storia, il marchio e i prodotti di qualità dell'azienda.

TARGET PRICE

\$8,000,000

GROSS REVENUE

\$7,400,000

EBITDA

\$1,250,000

BUSINESS TYPE

Attrezzature

INVENTORY

2.000.000\$

ESTABLISHED

2003

COUNTRY

Stati Uniti

BUSINESS ID

L#20230552

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