

Commercial Signage Company to Large Multi-Location Clients

Price: \$2,900,000

Manufacturer of Niche Commercial Signage to Multi-Location Corporate Clients operates in two highly successful national locations. Business provides a turnkey, full-service solution for applied design, manufacturing, installation, maintenance, and project management of exterior signage for large Fortune 200 clients across the US. Some components of manufacturing are outsourced. Installation is outsourced depending on client locations. Clients rarely require bids. No advertising. No outbound sales efforts. 2021 Revenues were \$4.3 million with an SDE of \$590,919. Trending in 2022 to do \$850,000+ in SDE.

Excellent opportunity for strategic or entrepreneurial financial buyer to build on solid client base.



Financial Summary

The Companies' healthy revenues and profitability were consistent until COVID in 2020. Revenues dropped considerably during 2020 and 2021, but the Companies remained profitable. The information provided below is consolidated for the two locations:

| | 9 mos. 7-31-22 | 2021 | 2020 | 2019 | 2018 |
|-----------------|----------------|-----------|-----------|-----------|-----------|
| Revenues | 3,697,983 | 4,254,356 | 4,236,359 | 7,299,020 | 7,974,673 |
| SDE | 607,259 | 590,919 | 418,280 | 2,073,410 | 2,095,545 |
| Adjusted EBITDA | 494,759 | 440,919 | 268,280 | 1,901,443 | 1,926,932 |

Investment Highlights

- Extreme high quality, brand name clients who do not bid out their work for the Companies' products and services.
- Adding sales and/or advertising efforts would significantly increase visibility, revenues and profitability.
- Long history of profitability, "awesome" clients, excellent reputation, interesting work, and plenty of room for growth just by building a sales team.
- Opportunity to downsize the facilities for both locations or consolidate into an existing location with a strategic acquirer.



Sara Burden, President
 CBI, M&AMI, FMAS, FIBBA, CM&AP

678-277-9951 ext. 11
sb@waldenbus.com

Learn more about Walden Businesses at www.waldenbus.com
Walden Businesses, Inc., 9040 Roswell Rd, Suite 410, Atlanta, GA 30350