

REVENUE / EBITDA

\$11.3M **\$1.2M**

2023 Revenue 2023 EBITDA

\$14.4M **\$2.3M**

2024 Revenue (PROJ) 2024 EBITDA (PROJ)

BUSINESS HIGHLIGHTS

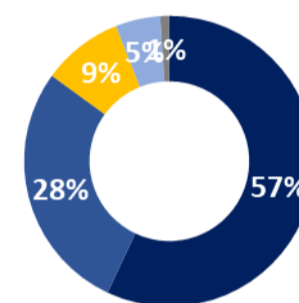
This Company is a North American based, fully-integrated digital transformation solutions provider that provides leading-edge solutions to help manufacturing companies transform their businesses. The Company is at the forefront of digital transformation, providing customers with a range of consulting and software solutions to improve all aspects of operational activities including product development, manufacturing, supply chain, quality and service. They implement a “Digital Thread”, that harnesses a complete digital model of a product that dramatically reduces time, improves quality and reduces costs by sharing and collaborating with this information to the enterprise.

The Company provides technology for Computer-Aided Design (CAD), Computer-Aided Manufacturing (CAM), Computer-Aided Engineering (CAE), Product Lifecycle Management (PLM), 3D Printing, Computational Fluid Dynamics (CFD), Finite Element Analysis (FEA), Augmented Reality (AR), and Internet of Things (IoT). The Company benefits from strong long-term relationships with best-in-class market leaders with whom they have established relationships. The Company is an authorized reseller of PTC, Inc. (Platinum Reseller), Realwear, Microsoft HoloLens, Oracle, iSEEK, Hexagon NCSIMUL and Desktop Metal (envisiointec).

PRODUCT PARTNERS



REVENUE SOURCES



- Subscription - Renewal
- Subscription - New
- Professional Services
- Perpetual Renewal Maintenance
- 3D Printers + Misc.

KEY ACCOUNTS

Client A	5%
Client B	4%
Client C	3%
Client D	3%

ACTIVE ACCOUNTS

Active Accounts	478
Repeat Business	75%

CUSTOMER MARKETS

Industrial Equipment Mnfrs.
Electronics Mnfrs.
Aerospace & Defense Mnfrs.
Consumer Goods
Retail
Automotive

INVESTMENT APPEAL

- a. **Recurring Revenue Model:** The Company generates 57% of its annual revenue through annual software subscription and maintenance contracts and retains ~75% of customers annually.
- b. **Robust Sales Organization:** The Company has the distributor relationships with key industry players and has developed a very strong sales organization with exceptional technical capabilities to take advantage of the digital transformation in the manufacturing sector.
- c. **Cutting Edge Solutions:** The Company is at the forefront of the changing landscape of the manufacturing industry, referred to as Smart Manufacturing. New solutions like digital thread frameworks transform engineering, manufacturing, and supply chain processes while significantly increasing labor efficiencies.
- d. **Significant Growth Opportunities:** A geographic expansion offers considerable opportunities for growth. This team’s growth, in addition to adding personnel to its core markets, will effectively double the Company’s sales team.
- e. **Broad Market Segments:** The Company serves a diverse range of markets including industrial equipment, electronics, aerospace and defense, consumer products, and automotive protecting it from industry specific economic cycles.

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