

## REVENUE / EBITDA

**\$6.9M**      **\$767K**

2022 Revenue (PROJ)      2022 EBITDA (PROJ)

**\$6.5M**      **\$656K**

2021 Revenue      2021 EBITDA

## BUSINESS HIGHLIGHTS

For over six decades, this New England headquartered company is a leading manufacturer and reliable supplier of custom, precision optical components servicing the semi-conductor, biomedical, high-energy laser, aerospace, defense, and many more diversified industries. The Company offers state of the art glass polishing, glass machining, optical assembly, and full metrology services on a variety of materials in various sizes to meet the customer's exact specifications.

The Company sells to various industries in the United States, Canada, Asia, and Europe and maintains an active customer base of over 100 customers, with 75% of revenue coming from

repeat business. The stable and diversified customer base is a key asset that will continue to provide strong opportunities for growth.

Their outstanding reputation for providing high-quality machining services and superior capabilities derives from an employee team with a diverse, professional background and depth of experience with an unwavering commitment to excellent client service.

The Company uses a variety of equipment such as surface grinders, vertical milling machines, CNC machines, interferometers, CO2 laser engraving, mechanical inspection equipment, and much more in addition to designing and building their own custom machinery and tooling to fulfill the needs of customers and reduce lead times.

## CUSTOMER MARKETS

Semi-Conductor	<b>32%</b>
Commercial	<b>22%</b>
High-Energy User	<b>17%</b>
Biomedical	<b>12%</b>
Military	<b>9%</b>
Other	<b>8%</b>

## GEOGRAPHIC MARKETS

USA	<b>79%</b>
International	<b>21%</b>

## CUSTOMER RETENTION RATE

2020	<b>75%</b>
------	------------

## INVESTMENT APPEAL

**Superior Name and Reputation.** The Company enjoys a long-standing (over 60 years) reputation for quality, custom optical manufacturing and superior customer support. The Company is ISO 9001:2015, AS9100:2016, and International Traffic in Arms (ITAR) registered and well known for its expertise on meeting the needs of complex, fast track projects.

**Significant Growth Opportunities.** Several opportunities exist for significant revenue and profit increase, including leveraging the Company's proven reputation to pursue and penetrate new and existing markets through expanding its presence and support within the HEL, lidar, and semi-conductor markets and developing medical optical instruments.

**International Reach.** The Company's operations are international in scope, drawing customers from around the world. Approximately 21% of revenue is derived from clients outside the United States.

**Facility and Equipment Capabilities.** The Company's facility includes office and manufacturing space, supporting three shifts, housing over \$4.0 million of precision and custom built equipment enabling future expansion.

**High Barriers-to-Entry.** In general, barriers to entering any of the manufacturing activities included in the Copier and Optical Machinery Manufacturing industry are considered high and steady.

## EXPERIENCED TEAM



**OPTICAL (17)**



**PRODUCTION (8)**



**QUALITY CONTROL (10)**



**MAINTENANCE (2)**



**DESIGN (7)**



**OWNER (1)**

**Jeff Carignan**  
Senior M&A Advisor  
Email: jcarignan@generational.com  
Phone: 413-537-3079



**Generational Equity**  
125 Park Avenue, 25th Floor  
New York, NY 10017