

Location:
Midwest

2023 Est. Revenue
\$40,000,000

2023 Est. EBITDA
\$5,666,000

This outstanding acquisition opportunity is for a manufacturer and distributor of HDMI related products for the AV industry. The company specializes in HDMI connectivity equipment used in smart homes, conference rooms, casinos, K-12, colleges, universities, and government. The Company's six major divisions of products and services include HDMI extenders (30% of 2022), AV over IP/Networking (20%), HDMI Matrix Switchers (18%), HDMI cables (12%), OEM/Other (5%), and HDMI Test & Measurement (10%).



INVESTMENT APPEAL

- **Superior Name & Reputation** — The Company enjoys a long-standing reputation for the quality of its products and services, expertise, dependability, and superior customer support. The Company's reputation in the industry is the result of conducting business with a philosophy that is supported by professionals, principals, values, and ethics. As a result, the Company has a 94% rate of repeat business.
- **Documented Systems & Procedures** — Sales, operations, crew deployment, and project delivery have been refined over the Company's many years in business, resulting in an efficient platform that can be leveraged to springboard future growth.
- **Outstanding Growth Opportunities** — Several opportunities exist for the Company to significantly increase revenue and profit, including leveraging the Company's proven reputation to pursue and penetrate new and existing markets. These opportunities are easily attainable given the appropriate investments in capital and human resources.
- **Strong Historical Sales Growth** — Historical sales have grown from \$16.3MM in 2020 to \$33.9MM in 2022, representing a compound annual growth rate of 44.1%.

Chad Comroe
Managing Director - M&A
Email: ccomroe@generational.com
Office: 972-232-1147



THE **M&A** ADVISOR
INVESTMENT BANK
OF THE YEAR
2016 - 2017 - 2018

Generational Equity, LLC
3400 N. Central Expressway, Ste. 100
Richardson, TX 75080
Fax: 972-392-8564