

Fabricante e importador de artigos esportivos populares realocáveis



MERGERSCORP

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Operando a partir de sua sede no Centro-Oeste, essa empresa é líder em design, fabricação e importação de tábuas, bolsas e acessórios para cornhole. Seus produtos são vendidos diretamente aos consumidores e por meio de mercados específicos, como a Amazon. Além disso, a empresa licencia seu nome, imagem e semelhança para outros fabricantes.

Desde 2003, a missão da empresa tem sido promover e expandir o esporte do cornhole. Ela atua como órgão oficial, padronizando o jogo e suas regras, fornecendo produtos de alta qualidade para os consumidores e formando parcerias estratégicas com outras organizações esportivas, como a Special Olympics USA.

Nos últimos anos, a empresa fez investimentos significativos em marketing, o que fez com que sua marca fosse reconhecida como líder do setor. Em 2021, a empresa mudou seu foco estratégico de placas e sacos personalizados para produtos prontos de longa duração. Como resultado, o tempo de resposta para pedidos on-line diminuiu de 35 dias em 2021 para determinados produtos personalizados para apenas 1 dia em 2022 para suas ofertas padrão.

Para o ano fiscal encerrado em dezembro de 2022, a empresa gerou US\$ 7,4 milhões em receita, um aumento significativo em relação aos US\$ 1,5 milhão de apenas três anos antes. A empresa projeta receita e EBITDA ajustado de aproximadamente US\$ 8 milhões e US\$ 1,25 milhão, respectivamente, para o ano fiscal que se encerra em 31 de dezembro de 2023, com base em um aumento modesto da demanda. Apesar de seu investimento na fábrica, a empresa acredita que um novo proprietário poderia transferir os negócios para praticamente qualquer lugar dos Estados Unidos. Além disso, um proprietário com experiência em canais de varejo pode aproveitar a história, a marca e os produtos de qualidade da empresa.

TARGET PRICE

\$8,000,000

GROSS REVENUE

\$7,400,000

EBITDA

\$1,250,000

BUSINESS TYPE

Empresas De Manufatura

INVENTORY

\$2,000,000

ESTABLISHED

2003

COUNTRY

Estados Unidos

BUSINESS ID

L#20230552

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