

Experienced Manufacturer of Patented Technology





Experienced Manufacturer of Patented Technology

From its headquarters in California, the company specializes in designing, engineering, manufacturing, and distributing a range of standard and custom card readers for use in niche electronic equipment. The plastic-based body blueprint and circuit settings enable the use of single electronic board types across various reader series. The accompanying reader magnetic head assembly is designed to fit universally on all variations. The system can be configured for two card detect options—direct optical or mechanical sensing. Data decoding is performed by embedded controllers relying on a proprietary algorithm, reprogrammable to customer specifications.

As the owner is actively involved in leadership duties, supplier relationships, and engineering specs for in-house designed products, it is ideal for the buyer to bring an engineer in place to absorb knowledge during the transition. In addition to maintaining an active website, engaging with engineers, and benefiting from referrals from a recurring clientele, the seller employs direct mail advertising and participates in Yearly Global Expositions (G2E, etc.) to expand industry networking.

Despite a dip in financials after the 2020 pandemic, the business is debt-free and projects sales of \$1.8 million for 2023. Revenues last year totaled \$1,414,687, alongside discretionary earnings of \$249,341 and EBITDA of \$172,345. With local and international outreach spanning two decades, receivables and work in progress can be negotiated at the sale, making this company a valuable addition to take an existing business to the next level.

The property utilizes approximately half of a 2,100 square foot shop for inventory and some equipment. This business has a solid foundation and presents opportunities for expansion.

TARGET PRICE

\$1,100,000

GROSS REVENUE

\$1,414,687

EBITDA

\$249,341

BUSINESS TYPE

Electronics/Computer

INVENTORY

\$339,916

REAL ESTATE

Leased.

ESTABLISHED

2019

COUNTRY

United States

BUSINESS ID

L#20230571

The information contained herein does not constitute an offer to sell or a solicitation of an offer or a recommendation to purchase securities under the securities laws of any jurisdiction, including the United States Securities Act of 1933, as amended, or any US state securities laws, or a solicitation to enter into any other transaction

The projected financial information contained in the Memorandum is based on judgmental estimates and assumptions made by the management of the target Company, about circumstances and events that have not yet taken place. Accordingly, there can be no assurance that the projected results will be attained. In particular, but without prejudice to the generality of the foregoing, no representation or warranty whatsoever is given in relation to the reasonableness or achievability of the projections contained in the Memorandum or in relation to the bases and assumptions underlying such projections and you must satisfy yourself in relation to the reasonableness, achievability and accuracy thereof.

By delivering this Memorandum, neither MergersUS Inc., nor its authorized agents are making any recommendations regarding the acquisition or strategies outlined herein. Interested parties shall exercise independent judgment in, and have sole responsibility for, determining whether an acquisition of the Company is suitable for them, and neither MergersUS Inc, nor its authorized agents have responsibility to, and will not, monitor the condition of interested parties to determine that an acquisition is or remains suitable for them. Among other things, suitability of an acquisition will depend upon an interested party's investment and business plans and financial situation.

This document is prepared for information purposes only. It is made available on the express understanding that it will be used for the sole purpose of assisting the recipients to decide whether they wish to proceed with a further investigation of the Proposed Transaction.

The recipients realize and agree that this document is not intended to form the basis of any investment decision or any other appraisal or decision regarding the Proposed Transaction, and does not constitute the basis for the contract which may be concluded in relation to the Proposed Transaction.

All information contained in this document may subsequently be updated and adjusted. MergersUS Inc. has not independently verified any of the information contained herein or on which this document is based. Neither the Company, nor its management or shareholders, nor MergersUS Inc. , nor any of their respective directors, partners, officers, employees or affiliates make any representation or warranty (express or implied) or accept or will accept any responsibility or liability regarding or in relation to the accuracy or completeness of the information contained in this document or any other written or oral information made available to any interested party or its advisers. Any liability in respect of any such information or any inaccuracy in or omission from the document is expressly disclaimed.

www.mergerscorp.com



© 2024 MergersCorp M&A International. All rights reserved.

© 2024 MergersCorp M&A International. MergersCorp™ M&A International is the collective brand name of independent affiliates of MergersCorp M&A International. For more details on the nature of our affiliation, please visit us on our website <https://www.mergerscorp.com/disclaimer>. MergersCorp M&A International is not a registered broker-dealer under the U.S. securities laws. MergersCorp M&A International does not offer or sell securities or provide investment advice or underwriting services. The articles or publications contained in this presentation are not intended to provide specific business or investment advice. The author or MergersCorp M&A International shall not be liable for any errors or omissions, or for any loss suffered by any person or organization acting or refraining from acting as a result of the content of this website. It is recommended that specific independent advice be sought before making any business or investment decision.



WWW.MERGERSCORP.COM