

Available for Acquisition #20606

US Motorcycle Parts Manufacturer and Distributor

ACT Capital Advisors is pleased to offer a leading manufacturer of aftermarket motorcycle components. The Company is poised for continued growth from its growing distributor and dealer direct networks as well as the Company's distribution partnerships with other top manufacturers within the industry. The Company's profit margin expansion will continue as revenue growth continues; established JIT manufacturing, along with a lean operating model, allow for a large portion of the growing gross profit to fall to the bottom line.

Investment Highlights

- **Diversified Revenue.** No account represents more than 18% of revenue. Only two exceed 10%.
- **Strong Growth.** Over the four-year period of 2016 – 2020, the Company revenue has achieved a 18.38% CAGR.
- **Customer Engagement.** Through use of social media and professional rider programs, the Company has strong engagement with its end users that have driven sales growth.
- **Distribution Channels.** The Company has a strong network of distributors and dealers which drive sales and allow new products to rapidly be available to customers.
- **JIT Manufacturing Model.** An established Just-in-Time manufacturing model provides operational and financial efficiencies that support scalability.
- **Scalability.** Over the last five years of strong growth, the Company has been able to grow revenues with minimal impact on overhead, which has led to significant margin growth.
- **Website.** The Company website has been built out to allow customers, sponsored riders, and dealers to easily custom order parts to their individual needs.
- **Community Pedigree.** The Company's main product is used by a variety of top racers in supercross and superbike circuits. The brand is synonymous with winning performance.
- **Potential for Rapid Growth in Europe.** The Company is in discussions to represent a component manufacturer as its sole importer into Europe, which would allow for the cross-selling of additional product lines in the new markets to fuel rapid growth.

Summary Financial Performance (\$USD)

	2017	2018	2019	2020	2021E	2022E
Revenue	\$ 4,540,722	\$ 6,040,657	\$ 6,316,925	\$ 8,392,692	\$ 9,441,779	\$ 10,503,979
Gross Profit	\$ 2,383,434	\$ 3,162,779	\$ 3,310,202	\$ 4,554,154	\$ 5,089,919	\$ 5,662,534
Adj. EBITDA	\$ 817,758	\$ 1,158,039	\$ 1,428,245	\$ 2,383,259	\$ 2,763,535	\$ 3,142,161

Contact Information

Interested parties should execute the attached Non-Disclosure Agreement (NDA) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (CIM).

NDA's and CIM requests should be submitted to:

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