

Fabricant et importateur d'articles de sport populaires délocalisables



MERGERSCORP

Fabricant et importateur d'articles de sport populaires délocalisables

Implantée dans le Midwest, cette société est un concepteur, fabricant et importateur de premier plan de planches, de sacs et d'accessoires pour le jeu de cornhole. Ses produits sont vendus directement aux consommateurs et par l'intermédiaire de places de marché spécifiques telles qu'Amazon. En outre, l'entreprise concède des licences sur son nom, son image et sa ressemblance à d'autres fabricants.

Depuis 2003, la mission de l'entreprise est de promouvoir et de développer le sport du trou de balle. Elle sert d'organe directeur officiel, normalisant le jeu et ses règles, fournissant des produits de haute qualité aux consommateurs et formant des partenariats stratégiques avec d'autres organisations sportives, telles que les Special Olympics USA.

Ces dernières années, l'entreprise a réalisé d'importants investissements en marketing, ce qui a permis à sa marque d'être reconnue comme le leader du secteur. En 2021, l'entreprise a réorienté sa stratégie, passant des planches et sacs personnalisés à des produits prêts à l'emploi à plus long terme. En conséquence, le délai d'exécution des commandes en ligne est passé de 35 jours en 2021 pour certains produits personnalisés à seulement 1 jour en 2022 pour ses offres standard.

Pour l'exercice fiscal se terminant en décembre 2022, l'entreprise a généré un chiffre d'affaires de 7,4 millions de dollars, ce qui représente une augmentation significative par rapport au chiffre d'affaires de 1,5 million de dollars réalisé trois ans auparavant. La société prévoit des revenus et un EBITDA ajusté d'environ 8 millions de dollars et 1,25 million de dollars, respectivement, pour son exercice se terminant le 31 décembre 2023, sur la base d'une augmentation modeste de la demande. Malgré son investissement dans l'usine de fabrication, l'entreprise estime qu'un nouveau propriétaire pourrait délocaliser l'entreprise pratiquement n'importe où aux États-Unis. En outre, un propriétaire qui a de l'expérience dans les circuits de vente au détail peut tirer parti de l'histoire de l'entreprise, de sa marque et de la qualité de ses produits.

TARGET PRICE

\$8,000,000

GROSS REVENUE

\$7,400,000

EBITDA

\$1,250,000

BUSINESS TYPE

Équipements

INVENTORY

\$2,000,000

ESTABLISHED

2003

COUNTRY

États-Unis

BUSINESS ID

L#20230552

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.

MERGERSCORP

© 2026 MergersCorp M&A International. All rights reserved.

© 2026 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.

MERGERSCORP

WWW.MERGERSCORP.COM