

Distributor of Electronic Components and Custom Assemblies



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Opportunity Type: Acquisition

Location: Western U.S. with manufacturing in Asia

Capabilities: Sources and distributes electronic components and custom assemblies. Specializes in LED and LCD technology, interconnection cable assemblies, printed circuit assemblies and injection molding solutions.

Estimated 2011 Sales: \$20.7 million - \$15.9 million in sales achieved through 9/30/11

Estimated 2011 adjusted EBITDA: \$2.3 million

Key Success Drivers: Three U.S. locations and two long-term Asian partnerships to provide customers with value-added contract manufacturing services, component sourcing, design assistance, warehousing and delivery at competitive prices. Owner wishes to remain post-transaction to continue growing the Company to its full potential.

Customer Base: Over 100 companies across the U.S., primarily OEMs, with one key customer accounting for over 75% of sales.

The Company has grown sales every year for the past four years, has achieved high double-digit sales growth in 2008, 2010 and 2011 and is well-positioned for significant near-term expansion. The Company's established network of Asian contract manufacturers provides high-quality products, reliable service and added value. The highest profit margins are derived from custom applications and vertically integrated product developments. Electronic component sales also deliver strong margins due to the Company's ability to have these manufactured in Asia using less expensive but technically equivalent components while maintaining the design performance specification.

The Company offers an acquirer a platform with a unique set of competitive advantages:

- End-to-end sourcing and production of components, parts and assemblies used in a wide variety of consumer, industrial, medical, telecom and other applications
- Established network of over 50 Asian manufacturers
- Sales and quality control representatives based in Asia
- Significant depth and range of technical expertise
- Exclusive U.S. distributor for publicly-traded Asian manufacturer
- Sophisticated, web-based proprietary technology for tracking new business opportunities and sales quotes.

Financial Highlights Year-end 12/31	2008	2009	2010	2011E	2012P
Sales (\$)	10,720,008	10,850,404	14,966,452	20,678,000	24,813,600
Adjusted EBITDA (\$)	891,587	832,938	1,494,638	2,327,219	2,853,564
Adjusted EBITDA (%)	8.3%	7.7%	10.0%	11.3%	11.5%

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