

## Acquisition Opportunity

### IBAF – Established Provider of Currency Management Solutions

**ASKING: \$110,000**

#### Business Activity

The company specializes in selling and servicing advanced cash counting systems designed to streamline financial operations for businesses. Their product offerings include self-service coin counters and currency discriminators, providing reliable and efficient solutions for handling cash. With an average order size of approximately \$2,000, the company delivers high-value, cost-effective technology tailored to meet the needs of its clients. Operating consistently throughout the year, the business ensures uninterrupted support and service, maintaining a steady commitment to quality and customer satisfaction.

#### Deal Summary

<b>(TTM) Revenue:</b>	\$319,000	<b>(TTM) SDE:</b>	\$47,000
<b>FF&amp;E*:</b>	\$10,000	<b>Corporation Type:</b>	LLC / Sole
<b>Inventory*:</b>	\$50,000	<b>Location:</b>	San Antonio
<b>Working Capital*:</b>	\$22,000	<b>Year Established:</b>	1988
<b>Total Assets*:</b>	\$82,000	<b>NAICS Code:</b>	423990
<small>*Included in Asking Price</small>		<b>Accounting Method:</b>	Cash
		<b>Financial Year End:</b>	December

#### Top Things to Know About This Business

- **Core Business Model:** The company focuses on selling and servicing cash counting systems, meeting the needs of businesses for efficient currency management solutions.
- **Efficient Operations:** The business runs on well-defined systems and processes, ensuring smooth and streamlined daily operations
- **Established Legacy:** With over 35 years in operation since its founding in 1988, the company has built a strong reputation and industry presence.
- **Consistent Revenue Streams:** The business has averaged \$273,000 in gross annual revenue over the past three years, demonstrating steady financial performance.
- **Strong Profitability:** In 2023, the company achieved over \$57,000 in cash flow, reflecting its profitable operations.
- **Healthy Margins:** Cash flow margins have remained robust, exceeding 14.5% consistently over the past three years.
- **Steady Year-Round Operations:** The company operates smoothly throughout the year without any seasonal fluctuations, providing predictable performance.
- **Skilled Workforce:** A reliable team of two full-time and two part-time employees supports the business's daily operations.
- **Comprehensive Transition Support:** The current owner offers 30 days of free training to ensure a seamless transition for the new owner

### Strengths and Weaknesses

#### Key Strengths

#### Possible Weaknesses

**Product Quality:** Offers high-quality, reliable products that meet industry standards.

**Limited Sales Coverage:** The current sales reach may not fully capture all potential market opportunities.

**Competitive Pricing:** Provides cost-effective solutions, making it a preferred choice for budget-conscious clients.

**Lack of Succession Plan:** There is no immediate staff replacement available for the owner's role.

**Customer Loyalty:** Maintains strong, lasting relationships with clients, fostering customer loyalty and repeat business.

### History

The Company was started in 1988 by the current owner. The business has been in its present location for over 10 years.

### Business Days and Hours

<b>Monday – Friday:</b>	9:00 AM to 3:00 PM
<b>Saturday:</b>	Closed
<b>Sunday:</b>	Closed

### Marketing Strategy

There is both an outside and inside sales force. Including the owner, there is one full time outside sales person and one inside sales person.

### Financial Summary

Year (Financial Year End: 12/31)	TTM Sep '23 – Aug '24	2023	2022	2021
<b>Revenue:</b>	\$319,000	\$341,000	\$287,000	\$190,000
<b>Gross Profit:</b>	\$182,000	\$183,000	\$173,000	\$137,000
<b>SDE*:</b>	\$47,000	\$57,000	\$51,000	\$33,000
<b>SDE Margin</b>	14.8%	16.8%	18.0%	17.6%

*\*Profit before interest, tax, depreciation, amortization (non-cash items) including owner salary, one-time and discretionary expenses. All adjustments to SDE were provided by seller*

### Employees

The Company has two full time and two part time employees.

### Assets and Liabilities

An asset list is available for the \$10,000 of furniture, fixtures and equipment. All cash will be retained by the Seller. All debts on the company will be paid off by the Seller at closing.

### Facilities

The business occupies a 1,000 sq. ft building and pays \$950 per month. The current lease is month-to-month with 30-day cancellation.

### Support and Training

The Owner genuinely desires an effective business transition with seamless customer service through to the buyer. They will train a buyer for 30 days without charge. The Owner will stay on for one year with appropriate compensation.

### Reason for Selling

The Owner is looking to retire.

### Next Steps

In order for us to release the Confidential Information Memorandum, complete the Non-Disclosure Agreement and Buyer Profile and return to:

**Richard Peters, Analyst**  
[richard@thevantgroup.com](mailto:richard@thevantgroup.com)  
**214-412-5916**

# CORPORATE/INVESTMENT GROUP CONFIDENTIALITY AGREEMENT

## Description of Business: Established Provider of Currency Management Solutions

Asking Price: \$110,000

1. For good and valuable consideration, the receipt and sufficiency of which are acknowledged, the undersigned ("The Recipient") enters into this Confidentiality Agreement with The Vant Group, Inc., a Texas corporation ("the Broker") and for the benefit of the Broker's client (the "Company") that shall be identified by the information disclosed under this Confidentiality Agreement.
2. The Broker has attached hereto or has provided or may subsequently provide to the Recipient in connection herewith certain technical, financial, and/or business information (collectively the "Information") regarding the Company (as above designated) to facilitate an evaluation by the Recipient whether to acquire the Company or stock or assets thereof. The Recipient acknowledges that the Information is highly confidential and proprietary to the Company.
3. The Recipient shall not at any time, without prior written consent of the Company, furnish, copy, reproduce or distribute, in whole or in part, directly or indirectly, the Information to anyone, except Recipient's financial advisors, investors, tax advisors and attorneys, who may be furnished with the Information for the sole purpose of advising the Recipient as to the structure of any proposed purchase of the Company (or its stock or assets), and it will keep permanently confidential the Information and will use the Information only for the purpose set forth above. The Recipient shall be under no obligation to maintain as confidential any information which (a) Recipient can show by legally sufficient written evidence was in its possession prior to disclosure by the Broker and/or the Company; or (b) becomes generally available to the public in tangible form other than by acts or omissions of Recipient; or (c) is lawfully obtained from a third party. The Recipient shall not contact the Company to discuss the sale or purchase of the Company or the Information without prior written consent of the Broker.
4. The Recipient hereby indemnifies and holds harmless the Broker, and its agents, representatives, employees and attorneys, from and against any and all claims, liabilities, actions, causes of action and damages, arising from or relating to any injury or loss arising out of, from, or attributed to the transactions or matters subject hereof, or the actions, omissions, wrongful conduct or other breach of this Confidentiality Agreement by Recipient, which indemnification shall include, without limitation, reimbursement of attorney's fees and expenses incurred by the Broker in connection herewith.
5. The Recipient shall not enter into any agreement for the purchase of the Company or its stock or assets unless said agreement contains a provision wherein the parties thereto acknowledge that the Broker is the procuring cause of such agreement and the Broker is entitled to a broker's commission as agreed upon by the Company and the Broker.
6. While the Information is believed to be accurate, it is subject to change, error or withdrawal of offering, without notice. The Company and the Broker expressly disclaim any and all liability for representations or warranties, expressed or implied, contained in the Information, or, for omissions from it. The Company reserves the right to require the return of the Information at any time.
7. A facsimile transmission of this document is legal and binding.
8. If Buyer decides not to pursue the possible purchase of the Business or Seller decides not to pursue the sale of the Business, Buyer will promptly destroy, delete and return to Broker all Information previously furnished by Broker or Seller, including any and all reproductions of same, and further, shall destroy any and all analyses, compilations or other material that incorporates any part of said Information.
9. The Recipient warrants that the undersigned is a duly authorized by the Recipient to enter into binding legal contracts on its behalf.
10. This Agreement contains the entire agreement between the parties hereto with regard to the subject matter hereof. If one or more of the provisions contained herein shall be held to be invalid, illegal or unenforceable, the balance of this Agreement shall remain in full force and effect. This Agreement shall be binding upon the parties' heirs, successors and assigns, where permitted. This Agreement may not be assigned by the Recipient without the prior written consent of the Broker. No ambiguity herein shall be resolved presumptively against any party. This Agreement shall be construed in accordance with the laws of the State of Texas, and the obligations of the parties are performable in Dallas, County, State of Texas, where venue shall lie for any actions brought hereunder.

### RECIPIENT:

_____ Company Name	_____ Street	_____ City	_____ State	_____ Zip
_____ Print Name	_____ Email Address			
_____ Signature	_____ Phone			
_____ Date	_____ Fax			