

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

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

Monday – Friday:	9:00 AM to 3:00 PM
Saturday:	Closed
Sunday:	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
Revenue:	\$319,000	\$341,000	\$287,000	\$190,000
Gross Profit:	\$182,000	\$183,000	\$173,000	\$137,000
SDE*:	\$47,000	\$57,000	\$51,000	\$33,000
SDE Margin	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
214-412-5916

STANDARD BUYER'S CONFIDENTIALITY AND WARRANTY AGREEMENT

The undersigned (the "Buyer") understands and acknowledges that The Vant Group (the "Broker" has a valid agreement with the owner(s) (the "Seller") of the business and/or property described below (the "Business") whereby Broker has been retained, for an agreed upon commission, to represent Seller in the sale of the Business. Buyer understands and acknowledges the Broker is acting as the agent of the Seller and that Broker's primary duty is to represent the interests of the Seller. The Business that is the subject of this Standard Buyer's Confidentiality and Warrant Agreement (the "Agreement") is as follows:

Description of Business: Established Provider of Currency Management Solutions

Asking Price: \$110,000

In order to induce Broker or Seller to furnish information regarding the Business (the "Information") to Buyer for Buyer's evaluation and possible purchase of said Business and in consideration for Broker's or Seller's furnishing such information, Buyer understands, agrees, represents and warrants to Broker and Seller as follows:

1. The word "Buyer," as used herein, shall mean and include the undersigned individually, as a member of a partnership, as an employee, stockholder, officer or director of a corporation, as an agent, adviser or consultant for or to any business entity and in any other capacity whatsoever.
2. The Information is of a proprietary and confidential nature, the disclosure of which to any other party will result in damage to the Seller and/or Business, and Buyer further represents and warrants as follows:
 - a. The Information furnished by Broker or Seller has not been publicly disclosed, has not been made available to Buyer by any party or source other than Broker or Seller and is being furnished only upon the terms and conditions contained in this Agreement.
 - b. Buyer will not disclose the Information, in whole or in part, to any party other than persons within Buyer's organization, including independent advisers/consultants, who have a need to know such Information for purposes of evaluating or structuring the possible purchase of the Business. Buyer accepts full responsibility for full compliance with all provisions of this Agreement by such other persons.
 - c. Buyer will not disclose, except to the extent required by law, to any parties other than the persons described in Paragraph 2(B) above that the Business is available for purchase or that evaluations, discussions or negotiations are taking place concerning a possible purchase.
 - d. Buyer will not utilize, now or at any time in the future, any trade secret(s), as that term may be defined under statutory or common law, that is/are included in the furnished Information for any purpose other than evaluating the possible purchase of the Business, including, without limitation, not utilizing same in the conduct of Buyer's or any other party's present or future business(es).
 - e. In addition to the prohibition against utilizing trade secret(s), Buyer will not utilize any other furnished information for any purpose other than evaluating the possible purchase of the Business, specifically including, without limitation, not utilizing same to enter into and/or engage in competition with the Business or assist or promote any other party(s) in so doing. The foregoing prohibition against utilizing said Information in competing with the Business shall remain in effect for three (3) years from the date hereof and shall be applicable to competition within the presently existing marketing area of the Business.
 - f. If Buyer decides not to pursue the possible purchase of the Business, Buyer will promptly 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.
3. Buyer will not contact the Seller or Seller's employees, customers, suppliers or agents other than Broker for any reason whatsoever without the prior consent of the Broker. All contacts with the Seller or such other parties will be made through or by Broker unless otherwise agreed to by Broker, in writing.
4. The Information furnished by Broker has been prepared by or is based upon representations of the Seller and Broker has made no independent investigation or verification of said Information. Buyer hereby expressly releases and discharges Broker from any and all responsibility and/or liability in connection with the accuracy, completeness or any other aspects of the information and accepts sole and final responsibility for the evaluation of the Information and all other factors relating to the Business.
5. The Information is subject to change or withdrawal without notice and the Business is being offered for sale subject to prior sale or the withdrawal of said offering without notice.
6. Buyer will indemnify and hold harmless the Broker and Seller from any and all claims or actions arising from Buyer's acts or failures to act in pursuing the possible purchase of the Business, including, without limitation, reasonable attorney's fees and other expenses incurred by Broker.

7. Buyer will not, for a period of three (3) years from the date hereof, enter into any agreement for the purchase of the Business, in whole or in part, or assist or promote any other party in so doing, unless such agreement to purchase provides for commission to be paid Broker, with the commission being defined as the amount agreed upon by Broker and Seller in the "Standard Listing Agreement" or similar agreement between those parties. The phrase "agreement for the purchase of the Business" as used herein, shall mean and include any agreement, specifically including, but not limited to, offers to purchase, letters of intent and similar agreements, that provides for the transfer, conveyance, possession of, or disposition of the Business, its capital stock, assets, or any portion thereof, and the commission amount to be paid Broker shall be the greater of either the minimum commission or the commission based upon sale price (or purchase price), as these amounts are defined in the aforesaid agreement between Broker and Seller. Further, "sale price (or purchase price)" as used herein shall mean and include the total amount of consideration paid or conveyed to Seller or for Seller's benefit, including, without limitation, cash, capital stock, notes, personal property of any kind, real property, leases, lines of credit, loans, contingent payments (e.g., license agreements, royalty agreements, payments based upon future sales or profits, etc.), employment or management contracts, consulting agreements, non-competition agreements, assumption or discharge of any or all liabilities, and any combination of the foregoing and/or other consideration. The commission amount agreed upon by Broker and Seller in the aforesaid agreement between those parties will be made known to Buyer by Broker, upon Buyer's request, when and if an agreement for the purchase of the Business is made by Buyer. If Buyer violates the foregoing provision, Buyer will be liable for and pay said commission to Broker upon demand without any obligation on Broker's part to first exhaust any legal remedies against Seller.
8. Buyer represents that Buyer has sufficient financial resources to complete the transaction for the asking price and terms set forth herein. Buyer agrees to provide, upon request by Broker or Seller, financial statements, references and other pertinent information evidencing such financial sufficiency.
9. The performance and construction of this Agreement shall be governed by the laws of the State of Texas. All sums due hereunder shall be payable at the office of the Broker in Dallas County, Texas and all parties hereto agree to forbear from filing a claim in any other jurisdiction.
10. This Agreement shall be binding upon the Buyer, Buyer's heirs, executors, successors, assigns, administrators or representatives. If any provision of this Agreement shall be held to be invalid, void or unenforceable, the remainder of the provisions hereof shall remain in full force and effect and this Agreement shall be construed as if such invalid, void or unenforceable provision had not been contained herein.
11. Any controversy between the parties to this Agreement involving the construction or application of any of the terms, covenants or conditions of this Agreement, shall on written request of one (1) party served on the other, be submitted to binding arbitration. Such arbitration shall be under the rules of the American Arbitration Association. The arbitrator shall have no authority to change any provisions of this agreement; the arbitrator's sole authority shall be to interpret or apply the provisions of this Agreement. The expenses of arbitration conducted pursuant to this paragraph shall be born by the parties in such proportion as the Arbitrators shall decide.
12. The terms and conditions of this Agreement shall also apply to any other business and/or property on which Broker has been retained to represent the owner(s) in the sale thereof and on which Broker or owner(s) has furnished information to Buyer. Further, it shall not be necessary for Buyer to execute any additional agreement(s) to that effect and any terms and conditions of this Agreement that refer to the date hereof shall automatically be adjusted to reflect the date on which Broker or owner(s) initially furnished information to Buyer on such other business and/or property.
13. The provisions hereof cannot be modified, amended, supplemented or rescinded without the written consent of Broker and this Agreement sets forth the entire agreement and understanding

EXECUTED ON THIS _____ DAY OF _____

Printed Name of Buyer

Printed Name of Buyer

Signature
(Individually and as Duly Authorized Representative)

Signature
(Individually and as Duly Authorized Representative)

Street City State Zip

Street City State Zip

Phone

Phone

Email Address

Email Address



BUYER'S PERSONAL PROFILE - CONFIDENTIAL INFORMATION

Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone: Home (____) _____ Office (____) _____ Cell (____) _____

Email Address: _____

Present Occupation/Business: _____

How Did You Learn Of Our Company? Internet Ad Referral Other: _____

Type of Business Preference

(Retail, Wholesale, Manufacturing, Service, Etc):

1. _____
2. _____
3. _____

Location Preference:

1. _____
2. _____
3. _____

Cash In Banks	\$ _____	Notes Payable	\$ _____	x
U.S. Govt Securities	\$ _____	Liens On Real Estate	\$ _____	
Accounts & Notes Receivable	\$ _____	Other Liabilities	\$ _____	
Value Of Businesses Owned	\$ _____	TOTAL LIABILITIES	\$ _____	
Other Stocks And Bonds	\$ _____			
Real Estate	\$ _____	Salary	\$ _____	
Automobiles -- Number ()	\$ _____	Dividends & Interest	\$ _____	
Other Assets	\$ _____	Other Income	\$ _____	
TOTAL ASSETS	\$ _____	TOTAL INCOME	\$ _____	

Monthly Income Required: \$ _____ Down Payment Available: \$ _____

Personal Net Worth: \$ _____ Require Immediate Income?: _____

Who Else Would Be Involved In The Decision Process? _____

Have You Ever Filed For Bankruptcy? _____ Have You Ever Been Arrested? _____

Fields of past Business experience:

1 _____ 2 _____ 3 _____

I Hereby Attest That The Above Is A True Representation On My Financial Status. I Agree To Provide, Upon Request By Broker Or Seller, Financial Statements, References And Other Pertinent Information Evidencing Such Financial Sufficiency If Necessary

Signature: _____ Date: _____