

## Project Gem

World Class  
Manufacturing



Presented by:



MBS Advisors ■ 100 Main St ■ Suite 3  
Florence, MA 01062 ■ USA ■ [www.mbsadvisors.com](http://www.mbsadvisors.com)

### Company Type:

Manufacturer of Plastic Injection Molded Components

### Size:

\$11.65 million in sales; \$2.75 million in EBITDA

### Customers

Global and Regional OEMs (100% B2B; no retail customers)

### End-Markets

Electrical, Industrial, Medical Packaging, Furniture, Construction

### Location:

Mid-Atlantic

### Ownership:

Single-owner S-Corporation



## Overview & Capabilities

- The company is a world-class manufacturer of highly engineered and complex plastic parts and assemblies.
- Capabilities include thermoplastic injection molding (small to medium tonnage), assembly, decorating, and packaging.
- The company maintains a diverse customer base consisting of medium-to-large regional and global OEMs operating in a variety of industries.
- The company is in the heart of the Mid-Atlantic region of the United States.

## Financial Snapshot

	Actual 2020	Actual 2021	Actual H1 2022	Projected 2022
<b>Net Sales</b>	\$ 6,200,000	\$ 8,400,000	\$ 5,900,000	\$ 11,650,000
<b>Adj. EBITDA</b>	\$ 700,000	\$ 1,400,000	\$ 1,520,000	\$ 2,750,000
<b>%</b>	11.3%	16.7%	25.8%	23.6%

## Competitive Advantages

- Lean, yet professional organization with excellent track record for quality and customer service.
- Product/program portfolio consists of highly technical, medium volume applications that require top-notch quality/service and are less price sensitive.
- Regional sales focus where there are lots of engineering and development-driven OEMs and very few true competitors.
- 8 brand new molding machines installed in last 18 months.

## Additional Financial Commentary

- The company produced nearly \$6.0 million in sales and \$1.6 million in EBITDA in the first half of 2022.
- Current pipeline/backlog is strongest in company's history.
- Company has zero debt and a fleet of new equipment.
- Current building/equipment can accommodate \$20M in sales.
- Little (if any) raw material price risk.
- Sales/customer growth, price increases, and fixed overhead absorption have all led to the dramatic improvement in results.

## Owner Information / Reason For Sale

- We are searching for a strategic or financial buyer that will place high value on the company's customers and employees and will continue investing in future growth.
- The owner is a plastics industry veteran that is looking to transition into retirement within a year following a sale.

## For More Information

- MBS is advising the company in connection with a proposed sale.
- Please contact the undersigned for further discussion and/or to request a non-disclosure agreement.



Andrew T. Munson  
413-584-2095  
[andrew@mbsadvisors.com](mailto:andrew@mbsadvisors.com)