

## CONFIDENTIAL BUSINESS PROFILE

### DATA AND TELECOMMUNICATIONS STRUCTURED CABLING DISTRIBUTOR

**Gross Sales, 2010\*:** \$2,628,286  
**Gross Profit, 2010\*:** \$ 675,562  
**Adjusted EBITDA, 2010\*\*:** \$ 161,980  
**Cash Flow to Owners, 2010\*:** \$ 281,980  
**5 Year Average Gross Sales:** \$2,465,460

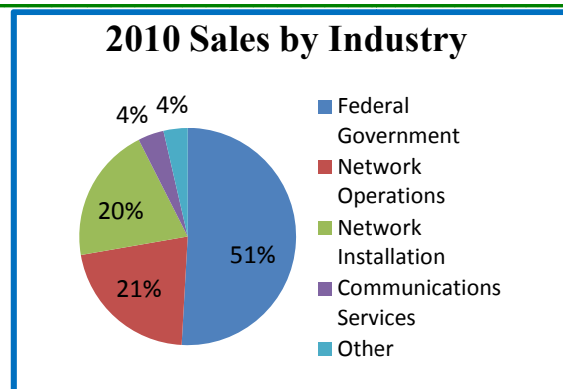
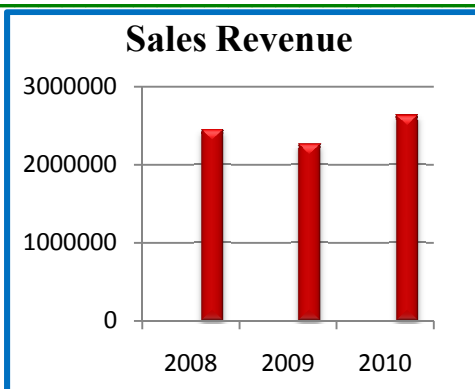
**Terms:** Negotiable  
**Selling Price:** Reasonable Multiple of Sales, Gross Profits or EBITDA  
**Location:** New England

#### Acquisition Highlights

- Terrific longstanding and loyal customer relationships in the southern New England and Tri-State region.
- Superb product knowledge and vendor relationships in the complex low voltage sector that allow the company to preserve consistent margins while staying competitive on price.
- Typical gross profit margin of 28-32%.
- Margins as high as 50% on manufactured copper and fiber optic assemblies.
- Nimble operation with very capable personnel.
- Current location could handle an additional \$2.5-\$3 million in revenue with no additional capital infrastructure spending.
- Business is right-sized so that any uptick in gross profit would increase free cash flow.
- A buyer that had complementary product lines in security and high voltage could cross-sell those products to the seller's existing clientele and expect to see at least 25% revenue growth over 3 years.

#### Business Synopsis

- In business since 1990
- Employees: 9 Full-time, non-union



\*2011 Revenue, Adjusted EBITDA and Gross Profit is expected to be substantially similar to 2009 at \$2.2M and \$675k.

\*\* Adjusted EBITDA – EBITDA plus replacement of owner's compensation with market wage replacement and elimination of some discretionary expenditures.

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Our client requires a signed confidentiality agreement and indication of financial qualifications.

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