

移転可能な人気スポーツ



MERGERSCORP

アメリカ中西部に本社を構える同社は、コーンホールボード、バッグ、アクセサリーのデザイン、製造、輸入の大手企業である。

同社の製品は消費者に直接販売されるほか、アマゾンなど特定のマーケットプレイスを通じて販売される。

さらに、同社は他のメーカーにその名前、イメージ、肖像をライセンス供与している。

2003年以来、コーンホールというスポーツの普及と成長を使命としている。

公式統括団体として、ゲームとそのルールの標準化、消費者への高品質な製品の提供、スペシャルオリンピックスUSAなど他のスポーツ団体との戦略的パートナーシップの形成を行っている。

近年、同社はマーケティングに多額の投資を行い、その結果、同社のブランドは業界のリーダーとして認知されるようになった。

2021年、同社はカスタマイズされたボードやバッグから、より長期の既製品へと戦略的な重点を移した。

その結果、オンライン注文の納期は、2021年には一部のカスタム製品で35日かかっていたが、2022年には標準製品でわずか1日に短縮された。

2022年12月期の売上高は740万ドルで、わずか3年前の150万ドルから大幅に増加した。

同社は、2023年12月31日に終了する会計年度の売上高と調整後EBITDAを、緩やかな需要増に基づき、それぞれ約800万ドルと125万ドルと予想している。

製造工場への投資にもかかわらず、同社は、新しいオーナーが事業を米国内の事実上どこにでも移転できると考えている。

さらに、小売チャネルで経験を積んだオーナーは、会社の歴史、ブランド、高品質の製品を活用することができる。

TARGET PRICE

\$8,000,000

GROSS REVENUE

\$7,400,000

EBITDA

\$1,250,000

BUSINESS TYPE

製造業

INVENTORY

\$2,000,000

ESTABLISHED

2003

COUNTRY

米国

BUSINESS ID

L#20230552

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