

FOR SALE: Electronic Asset Recycling Company

Experts in Secure Data Destruction, Asset Value Recovery, and Certified Recycling

Asking Price:	\$ 1,500,000		
Revenue:	\$ 1,992,159		
SDE:	\$ 335,494		
FF&E:	\$ 35,000	Included?	Yes
Working Capital:	\$ 180,000	Included?	Yes
Real Estate:	Leased for \$12,239/month		
Building Size:	23,000 SF		
Employees:	10 FT / 1 PT (including 2 owners, 1 spouse)		
Location:	Ohio		



Business Summary: NEO Business Advisors represents a leading end-of-use technology solutions provider established 20+ years with expertise in secure data destruction, asset value recovery, certified recycling, secure logistics, and asset management software. The Company has developed strong, long-tenured relationships with a diverse customer base including Fortune 500 companies, major healthcare systems, leading manufacturers, and large insurance companies based on their reputation for data security, certified recycling standards, and outstanding customer service. The Company maintains a zero-landfill policy, with 100 percent of the assets they assume being recycled or remarketed. The Company is R2v3 Certified and maintains ISO 9001, ISO 14001 and ISO 45001 certification. Competition is fragmented with many companies not maintaining the required data security protocols or certified recycling standards. The Company has three primary revenue streams in 1) service and audit fees, 2) scrap and recycling sales, and 3) resale and remarketing of assets that have remaining useful life. The average sale is \$10,000-\$15,000 per truck load of scrap and \$30,000-\$40,000 per truck load of assets to a reseller or wholesaler. This is an excellent opportunity for an individual buyer looking to step into business ownership with a profitable business, excellent brand reputation, sustainability mission, defensible market position, and a stable foundation for growth. The business is also an excellent strategic acquisition for an established company in the same or adjacent verticals of recycling particularly those offering solutions for the handling of sensitive data, documents, technology, and electronic assets.

Financial Overview:

	2021	2022	2023
Revenue	\$2,992,825	\$2,741,805	\$1,992,159
SDE	\$631,665	\$464,181	\$335,494
% Margin	21.11%	16.93%	16.84%
3 Year Weighted Ave SDE	\$427,752		

Furniture, Fixtures, and Equipment (FF&E): FF&E of \$35,000 (depreciated book value) is included in the asking price including two branded box trucks providing secure logistics for pickup from customer sites, asset management software, secure storage areas including locking cabinets and video surveillance systems, specialized equipment for logical and physical data destruction, audit technician workstations, tooling for disassembly of a wide array of electronic assets, and support equipment along with office furniture, computers, software, and phone systems.

Working Capital: Inventory, Accounts Receivable, and Accounts Payable are included in the asking price as part of a normal level of Working Capital of \$180,000 with the final sale price to be adjusted up or down for actual amount of Working Capital at time of closing.

Real Estate: Real Estate is leased by the Company from an unrelated third party in a Triple Net Lease. Rent is \$12,239/month for 23,000 SF of fully air-conditioned manufacturing and office space with an additional 9,000 SF of common area that includes internal loading docks, drive in truck bays, and interior storage of scrap metal hoppers. The current lease term expires 2/28/2027 with a 3-year renewal option.

Growth and Expansion: The owner has identified several opportunities for growth and expansion including but not limited to 1) networking as a primary function of a relationship driven sales strategy, 2) building out relationships with OEMs who are doing the new technology implementation, including Trade-In Programs 3) increase the sales force and invest in a push to grow sales, and 4) implement a Sales and Marketing CRM system.

Reason for Selling: The owner is seeking a sale for retirement.

Support & Training: The owner is willing to stay on for a reasonable time after a sale to ensure a smooth transition and is negotiable on the length of this transition at mutually agreeable terms and compensation.