

Contract Manufacturer – Medical Devices

**65% global market share
in a growing niche market**



2017 Est. Rev.: \$15,200,000

Northeast US

2017 Est. EBITDA: \$2,200,000

Patented & Proprietary Technology: The business was founded upon a proprietary manufacturing process that automated and completely revolutionized the industry, allowing the Company to achieve a dominant market position. In addition to its proprietary manufacturing equipment and processes, the Company holds 5 patents relating to various components and products that are integral to its business and market dominance. One such product patent is expected to again change the complexion of the industry in favor of the Company, by solving a problem for its customers that will result in savings for them while allowing the Company to charge a premium in line with the enhanced performance offered by the product.

Excellent Relationships with World Class Customers: The Company's top customers are many of the most recognizable medical device companies in the world. On average they have been serving this customer base for more than 25 years. The Company has excellent relationships with all of its customers many of whom seek out the Company's engineering advice when designing or redesigning their products. The Company maintains multiple relationships within many of its customer's organizations and often benefits when one of its contacts moves to a new organization and chooses to continue to work with the Company.

Significant Barriers to Entry: The Company's main product line and many of the other components it sells, while not considered medical devices themselves, are used in conjunction with its customer's Class 3 medical devices. These medical devices are subject to FDA regulation. Due to the regulatory nature of the industry, customers tend to stick with their suppliers long term. This is the result of a rigorous process of FDA approval for the marketing of new medical devices. Both suppliers and the medical device manufacturers are regularly audited and inspected by the FDA, including manufacturing practices, equipment, specifications and various other criteria. Making changes to product specifications or switching to a new vendor often requires significant time and capital investment.

Diverse Product & Services Offering: The Company's core product line, for which it estimates it controls 65% market share, represents 60% of its revenues. Based upon its industry reputation and strong track record, the Company has been able to diversify its business to include contract packaging and assembly services (20% of revenues) and custom designed medical components and resale components (20% of revenues). These additional products and services position the Company to continue to grow with its existing excellent customer base as well as develop new customer relationships outside its traditional marketplace. The Company is establishing off-shore manufacturing capabilities that are projected to significantly lower labor costs and dramatically increase profitability in the near term.

Game Changing Opportunities in Pipeline: Management have been working on several new opportunities that, if successful, could dramatically change the financial complexion of the business. One such item is an IPA device that is used to disinfect injection ports and is designed to provide a better, cheaper solution than the current industry leading product. This opportunity was referred to the Company by an existing customer. All equipment and tooling related to this opportunity would be customer funded. If successful, this could have the effect of more than doubling the Company's current revenues and profitability.

**For more information, on Client #17322, please
Sign & Return a Confidentiality Agreement**

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