

Established Solar Energy Storage Business For Sale



Asking Price \$7,500,000

2021 Sales approx. \$9,440,000

SDE approx. \$1,400,000 / year

For Sale: An energy storage company that manufactures and supplies battery systems and associated products primarily to the solar power market. They also provide battery systems to OEM manufacturers of various products such as lawn tractors and other equipment. They have offices and a warehouse in Salt Lake, where they stock many of their products, but much of their business is drop-shipped straight to their customers. A significant portion of their business is to OEM companies.

Since its inception 4 years ago, the business has experienced significant year-over-year growth (financial summary available to qualified buyers). Under current existing conditions, in 2022 they expect the business to do at least \$15M in gross sales, up from the over \$9M they did in 2021. They already have commitments for over \$8M in 2022 from a fortune 500 company that did over 3 billion in sales last year. They are this company's sole source for the products they supply. With sufficient additional working capital, the owner predicts the business could easily exceed their current projection of \$15M for 2022.

The owner has been involved in the clean air and alternative fuels business for over 50 years. He previously was an early innovator in the development of CNG cars and was also heavily involved in the conversion of cars to run on electricity. Seeing a great need for quality storage systems for the exploding solar panel market, he leveraged his expertise and connections to start this current solar power equipment distribution business on a shoestring budget 4 years ago. It is the culmination of a lifetime of experience in the industry.

Currently the business has very little debt, as the owner has poured all the profits back into growing it. It currently has 3 employees in addition to the owner and his wife. Although in excellent health, the owner is in his late 80's and ready to slow down a bit. He would like to either sell the business outright and possibly remain as a consultant, or find an investor to partner with that can assist in providing the necessary capital to continue growing the business.

To learn more about this business, please go to our website, www.bbaUtah.com, and complete our online NDA. Once we receive it we will be happy to email you the details. You can also call Paul Evans, Beehive Business Alliance, 801-703-6789.