

ALCON PARTNERS

Reverse Logistics for Consumer Electronics

Overview

A well established Private Equity firm is majority owner of a company that is a leading provider of consumer electronics (“CE”) reverse logistics services. The CE reverse logistics market includes a range of activities that extends the useful life of a CE purchase. Specific activities that the company provides include replacement parts supply, warranty/ returns management, repair and refurbishment of damaged product and asset recovery.

To date, the company has grown organically and via acquisition. Its most recent acquisitions include a CE repair and advanced exchange depot facility and two distributors of replacement parts for consumer electronics (e.g., televisions, imaging, mp3 players, etc.)

Acquisition Criteria

The company is actively seeking additional acquisitions. Targets include

- i) distributors of consumer electronic parts, appliance parts, computer parts, imaging supplies, or other related products sold into the same customer base
- ii) companies that repair and/or refurbish consumer electronic products such as flat panel TVs/ computer equipment/ networking equipment/ mobile telephones, etc.
- iii) companies that repair and/ or refurbish the electronic boards that power consumer electronic products, and
- iv) companies that provide recycling or asset disposal services for electronic equipment that has reached the end of its useful life.

Targets should have a minimum revenue level of \$10 million and be profitable.

Key Services/ Location(s)

Distribution, repair, refurbishment or recycling of consumer electronics or related products; U.S./ Canada/ Latin America (incl. Mexico)

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