


Family Vending LLC



CCC

1 year PD
9.02% to 14.87%

Headquarters	Bensenville, IL	U.S.
Type	Private (Non-PE)	
Employees	N/A	
Year Founded	2022	
Website	https://familyvending.llc/; http://www.familyvend.com/	
Business	Vending machine provider for businesses and facilities.	
Revenues	\$1.1M	

Company Overview

- Company Overview:** Founded 2022, they are a vending service provider specialized in installation, stocking, and maintenance for commercial and recreational establishments. We consider them a startup.
- Product:** Vending Machines - snack, beverage, frozen, fresh food, and combination vending machines equipped with modern software and payment options. Coffee Machines - provides tabletop espresso and full-service coffee vending machines with a variety of beverage selections.
- Customers:** Serves warehouses, offices, and recreational centers, focusing on high-traffic locations where vending solutions are essential.
- Ownership:** Privately held, with no publicly available information regarding significant ownership changes or affiliations with larger entities.
- Debt Structure:** Biggest debt position out of ~\$90k in total is a car loan.
- Basis for Assessment:** Company-prepared, FY-24 financials. Unaudited, not reviewed, no notes to financials.
- Other (pros/cons):** Liquidity constraints from a working capital imbalance pose near-term financial flexibility risks. Strong profitability and low leverage mitigate risk, but limited geographic reach and unclear growth strategy raise sustainability concerns. Small entity size drives the empirical default risk up. No trend was recognized, as only FY-24 financials were provided. Leverage is ranking below peers, similar to Liquidity, whilst profitability is substantially higher than market. High level of intransparency due to private nature of the entity, prevent a more sophisticated opinon on quantitative parameters (e.g. concentration risks, succession risks, risk management, etc.). The overall market is in a declining state, with very little barriers to entry.

Financial Snapshot

	Dec-22	Dec-23	Dec-24	Chg
\$ '000s	T12	T12	T12	%
Total Revenue	-	-	1,082	
Gross Profit	-	-	678	
Adjusted EBITDA	-	-	207	
Gross Profit Margin	#DIV/0!	#DIV/0!	62.6%	#DIV/0!
EBITDA Margin	#DIV/0!	#DIV/0!	19.1%	#DIV/0!
Net Income	-	-	180	

				Weight	Rating Range		
				20%	6.0	to	7.0

# of Benchmarks:		21	Industry Median	Company Metric	Percentile Rank	# of Industry Benchmarks	21
			\$10M	\$1M		Company Financials Date	Dec-24
Liquidity	Revenue					Industry Benchmarks - Primary: Specialized Consumer Services	
	Current Ratio	0.75	0.69	<div></div>	48%		
Leverage	Quick Ratio	0.52	0.60	<div></div>	53%		
	Net Debt / EBITDA	2.17	0.38	<div></div>	74%		
	Debt to Assets	39.9%	22.1%	<div></div>	63%		
Profitability	EBITDA Margin	11.8%	19.1%	<div></div>	83%		
	ROCE %	7.6%	76.0%	<div></div>	100%		

Business Risk

Industry Group Risk Profile		Business And Consumer Services			20%	4.0	to	5.0
Industry Risk Assessment		KPI Rating	Contribution	Industry Group Description				
Cyclicality		Intermediate risk	<div></div>	Primary revenues from offering solutions for noncore activities or providing varied business and consumer services, including: services for direct consumer needs; product distribution services; facilities services for maintaining other businesses' premises or staffing; and general and professional services for complex business support.				
Competitive Risk		Intermediate risk	<div></div>					
Global Industry		Intermediate risk	<div></div>					
Market Segment Outlook		Declining	<div></div>					
Competitive Position Profile		Business And Consumer Services			50%	4.5	to	5.5
Competitive Position KPIs		KPI Rating	Contribution	Rating Guideline				
Cycle-Tested		>= 2020	<div></div>	No through-the-cycle operating history.				
Market Position		Weak	<div></div>	Unfavorable market position, vulnerable to competitor actions.				
Brand Equity and Reputation		Satisfactory	<div></div>	Average brand with limited ability to command a price premium.				
Business Strategy		Above Average	<div></div>	Mostly consistent strategy with minor areas for improvement.				
Customer & End-Market Diversity		Above Average	<div></div>	Good customer diversity; limited reliance on specific customers.				
Service Diversity		Above Average	<div></div>	Offers a moderate range of services. Some diversity in customer needs met.				
Geographic Diversity		Weak	<div></div>	Narrow geographic focus. Highly dependent on a single regional or local market.				
Expense Structure		Satisfactory	<div></div>	Limited ability to flex staff or inventory. Higher direct labor expense.				
Reinvestment Needs		Satisfactory	<div></div>	High reinvestment needs.				
Management, Governance, Sponsorship					30%	4.5	to	5.5

Anchor Modifiers

Modifiers				
Revenue Segment	Normalization	<div></div>	< \$5M	
Financial Flexibility	Adjustment	<div></div>	Above Average	
Other Modifier	Risk Flag	<div></div>	No notes to Financials	

Rating Range (Rounded)

3.5	to	4.5
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