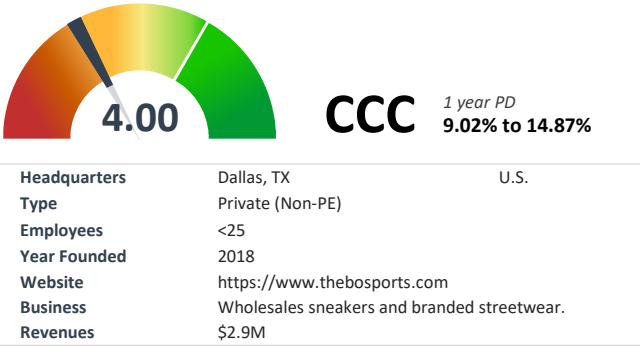


Bo Sports, LLC



Company Overview

- Company Overview:** Originally operating as Pacmansneakz since 2018, they rebranded to Bo Sports, LLC, expanding its services to include a dedicated fulfillment center, a discerning buyer department, and a sneaker authentication division.
- Product:** The company offers iconic sneaker brands such as Nike, Jordan, and Yeezy, alongside premium apparel from Supreme, Essentials, and BAPE.
- Customers:** Primarily serves U.S.-based e-commerce retailers and brick-and-mortar stores seeking exclusive and high-demand merchandise.
- Ownership:** Privately held by Tong Zhu and Shunqing Zhang, who oversee its operations and strategy.
- Debt Structure:** Post cash, the entity is debt-free
- Other (pros/cons):** Strong liquidity with \$372k cash and minimal debt mitigates financial risks but may also reflect an underutilized growth potential. Niche focus with an efficient 5.07x inventory turnover and 20.0% ROCE highlight solid operations. Small entity size increases it's empirical default risk substantially. Lack of transparency as we only received FY-23 financials (unaudited). Very limited availability of qualitative insights found online.

Financial Snapshot

	Dec-22	Dec-23	Dec-24	Chg
\$ '000s	T12	T12	T12	%
Total Revenue	-	2,893	-	
Gross Profit	-	389	-	
Adjusted EBITDA	-	220	-	
Gross Profit Margin	#DIV/0!	13.5%	#DIV/0!	#DIV/0!
EBITDA Margin	#DIV/0!	7.6%	#DIV/0!	#DIV/0!
Net Income	-	220	-	

		Weight	Rating Range		
		50%	3.5	to	4.5

Financial Ratio Benchmarking

# of Benchmarks:		63	Industry Median	Company Metric	Percentile Rank	# of Industry Benchmarks	63
			\$27M	\$3M		Company Financials Date	Dec-23
Liquidity	Revenue	2.67	-146.62	<div></div>	0%	Industry Benchmarks - Primary: Footwear Secondary: Apparel, Accessories and Luxury Goods Tertiary: Other Specialty Retail	
	Quick Ratio	0.93	-80.31	<div></div>	0%		
Leverage	Net Debt / EBITDA	0.94	(1.66)	<div></div>	96%		
	Debt to Assets	18.4%	0.6%				
Profitability	EBITDA Margin	9.4%	7.6%	<div></div>	50%		
	ROCE %	10.8%	20.0%	<div></div>	65%		

Business Risk

Industry Group Risk Profile		Branded Nondurables			20%	5.5	to	7.0
Industry Risk Assessment		KPI Rating	Contribution	Industry Group Description				
Cyclicality		Low risk	<div></div>	Entities that derive a majority of their revenues from manufacturing, marketing, and selling branded consumer nondurable products as well as private-label nondurable consumer products manufacturers. This includes apparel, accessory stores, and related products; beverages, including spirits and soft drink bottlers; food and kindred products; personal care and cosmetics; household products; tobacco products (excluding tobacco leaf merchants/suppliers); and miscellaneous and diversified consumer products.				
Competitive Risk		Low risk	<div></div>					
Global Industry		Low risk	<div></div>					
Market Segment Outlook		Stable	<div></div>					
Competitive Position Profile		Retail And Restaurants			50%	4.5	to	5.5
Competitive Position KPIs		KPI Rating	Contribution	Rating Guideline				
Cycle-Tested		2009-2019	<div></div>	Pre-COVID.				
Merchandising Strategy		Above Average	<div></div>	Good strategy but occasional deviations				
Brand Reputation and Marketing		Satisfactory	<div></div>	Average brand reputation, limited price premiums				
Online Strategy		Weak	<div></div>	No significant online presence				
Store Development		Satisfactory	<div></div>	Average store locations, some outdated				
Scale and Scope		Weak	<div></div>	Very small scale, no bargaining power				
Geographic Diversity		Satisfactory	<div></div>	Limited to one state or region				
Concept Diversification		Satisfactory	<div></div>	One main concept with limited diversification				
Inventory Turnover		Above Average	<div></div>	Above average but not leading				
Management, Governance, Sponsorship					30%	4.5	to	5.5

Anchor Modifiers

Modifiers				
Revenue Segment	Normalization	<div></div>	< \$5M	
Financial Flexibility	Adjustment	<div></div>	Very High	
Other Modifier	Risk Flag	<div></div>	No Notes to Financials	

Rating Range (Rounded)

3.5	to	4.5
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