

BUSINESS FOR SALE

Sports Medical Product Specialist, British Columbia

Opportunity

In business for nearly 30 years, this British Columbia based operation specializes in the manufacturing, wholesaling, and retailing of products in the sports medicine field. With multiple locations in BC and Ontario, the infrastructure is in place to allow the business to continue its growth path. The company is well situated to capitalize on the aging demographic and the increased desire for health and wellness. With an experienced management team in place, the owner has been able to step back from day-to-day operations.

Business Highlights

- ▶ Full-service operation specializing in sports medicine products with five revenue sources
- ▶ Multiple locations in BC
- ▶ Significant expansion potential in Ontario
- ▶ Full management structure in place overseeing day to day operations
- ▶ Highly qualified employees providing exceptional customer service
- ▶ Active member of local and medical communities
- ▶ Company was quick to react to Covid and has positioned itself as a stronger entity moving forward
- ▶ Multiple opportunities to continue the growth of the business

Financials

Year End Dec 31	Revenue	EBITDA
2016	\$12,430,000	\$1,670,000
2017	\$13,680,000	\$2,120,000
2018	\$14,600,000	\$2,730,000
2019	\$15,750,000	\$2,600,000
2020(F)	\$12,850,000	\$3,240,000

Business Summary

Sale Type

Share sale

Locations

- ▶ Multiple locations in British Columbia and Ontario
- ▶ 15,000 SF Head Office and Manufacturing facility in the Lower Mainland

Staff

- ▶ 88 employees
- ▶ Full management structure in place
- ▶ Absentee owner

Transition

The vendor will ensure a suitable transition

Price

NAI Commercial are seeking expressions of interest from qualified parties by October 16th, 2020

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