

The logo for NAI Commercial, featuring the letters 'NAI' in a bold, black font with a red diagonal line through the 'A', followed by the word 'Commercial' in a black sans-serif font.

**BUSINESS  
FOR SALE**

# Insurance

**UNDER CONTRACT**

## Insurance Brokerage Lower Mainland, BC

### Opportunity

A rare opportunity exists to acquire this locally owned insurance brokerage, successfully operating in the Lower Mainland for the past 35+ years. They specialize in Home, Auto, Travel and Tenant coverage, made up of primarily personal lines and including an Autoplan license.

Enjoying a solid clientele base, the Company is well established with a reputation for customer service and support, which has resulted in strong retention and consistent performance.

The local P&C and Autoplan market is considered a mature and highly competitive industry, where expansion, through market share gain is difficult, acquisition of a brokerage like this represents a significant opportunity for growth to an existing business.

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## Insurance Brokerage

Lower Mainland, BC

### Business Highlights

- ▶ The Company has quality books of business that could be easily incorporated into an acquirer's operations
- ▶ The Company recently invested significant funds on office renovations
- ▶ **Revenue for the fiscal year 2019 was \$943,476.05**
- ▶ **Normalized EBITDA \$388,930.46**
- ▶ **4 Year Weighted Normalized EBITDA \$426,087.07**

### Business Details

#### Sale Type

Asset sale

#### Lease

\$3,400/month  
4 year lease plus 4 year option

#### Staff

4 full time and 1 part time employees including Principal

#### Transition

Owner willing to stay on for a reasonable transition time to integrate books and systems.

#### Price

\$2,800,000 CAD

### Financials

Year End July 31	2017	2018	2019	2020
Revenue	\$989,061.00	\$1,041,444.99	\$1,113,727.85	\$943,476.05
<b>Gross Profit</b>	<b>\$292,939.00</b>	<b>\$337,180.44</b>	<b>\$321,292.06</b>	<b>\$266,193.96</b>
<i>Gross Margin</i>	42%	48%	41%	39%
Normalized EBITDA	\$414,390.00	\$458,592.96	\$443,123.33	\$388,930.46
<b>Average Gross Margin</b>		<b>42%</b>		
<b>4 Year Weighted Normalized EBITDA</b>		<b>\$426,087.07</b>		

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