



E-Commerce Business

Western Canada

Opportunity

This well-established e-commerce business specializes in supplying a wide variety of novelty lighting products. Revenue is 100% generated through various online platforms with 78% coming from the business' own corporate websites and 79% of orders originating from the USA. This business has established a reputation for delivering premium products of the highest quality.

Financial Summary

Year (Mar 31)	Revenue	Normalized EBITDA
2018	\$1,583,000	\$320,000
2019	\$1,526,000	\$280,000
2020	\$1,490,000	\$287,000
2021	\$808,000	\$119,000
2022	\$1,517,000	\$176,000
2023 (E)	\$1,605,000	\$243,000

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Business Summary

Sale Type
Share sale

Facilities

- ▶ Business has operated from a 4,195 SF facility since 2015
- ▶ Current lease is a 5 year term commencing September 1, 2020, with a 5 year renewal options
- ▶ Base rent \$14.00/SF

Staff

4 Full time employees

Transition

The vendor will ensure a suitable transition

Price

\$1,400,000
including \$760,000 working capital



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