

BUSINESS FOR SALE

B2B Supplier of Industrial Consumables

Lower Mainland, BC

Opportunity

Long established Lower Mainland business specializing in the supply of industrial consumable products. The business carries a full line-up of industrial technical products and has customers across British Columbia. Revenue is almost entirely generated on a B2B basis and the company enjoys a high level of repeat business. This company has an established customer base and has exclusivity on several product lines. With key management in place, this is a great opportunity for a buyer to focus on growing the business.

Business Details

- ▶ In business for over 30 years
- ▶ Comprehensive product offering and exclusivity on several product lines
- ▶ Strong management team in place
- ▶ Loyal and knowledgeable sales and service staff
- ▶ 90% repeat business

Financial Summary

Year (Aug 31 st)	Revenue	Normalized EBITDA
2018	\$5,164,208	\$555,170
2019	\$5,382,212	\$462,827
2020 *	\$4,778,701	\$322,059
2021 *	\$4,846,320	\$411,912
2022 *	\$5,100,530	\$401,058
2023	\$5,547,822	\$456,332

* Years affected by Covid restrictions

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Business Summary

Sale Type

Share sale

Facilities

4,619 SF industrial strata facility
Property can be included in the transaction or a long term lease will be provided.

Staff

12 Full time employees

Transition

The vendor will ensure a suitable transition

Price

Business \$2,500,000*

Property \$2,700,000 (optional)

*Including working capital

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