



E-Commerce Business

Western Canada

Opportunity

A successful e-commerce business specializing in the sale of lighting products. End users come from a diverse range of industries including hospitality, military, first responders, education, corporations, as well as Amazon. 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. The business has been consistently profitable and systems are in place to support growth and diversification into other product lines. Business can be relocated or managed remotely.

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	\$1,529,000	\$261,000

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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
- ▶ Business can be relocated or managed remotely

Staff

4 Full time employees

Transition

One owner willing to remain in management role if required

Price

\$1,250,000
including \$760,000 working capital



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