



# 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
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
2024	\$1,402,000	\$140,000

### 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

#### Alf Sanderson\*

Senior Vice President  
604 691 6646  
alf@naicommercial.ca

\*Personal Real Estate Corporation

#### Delon Cheung\*

Vice President  
604 691 6654  
delon@naicommercial.ca

\*Personal Real Estate Corporation

#### Damian Luke

Senior Associate  
604 691 6662  
236 999 5909

dluke@naicommercial.ca



**NAI Commercial**  
1075 W Georgia St, Suite 1300  
Vancouver, BC V6E 3C9  
+1 604 683 7535  
naibusinesses.ca

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