

# BUSINESS & PROPERTY FOR SALE

## B2B Cosmetic Manufacturer British Columbia

### Opportunity

Opportunity to acquire a longstanding family-owned business that has been a significant force in the private label skin and hair care industry. Specializing in assisting companies of all sizes, it excels in developing premium beauty product lines. Clients can select from a wide variety of Stock Formulas or choose Custom Formulas to create unique products tailored to specific needs. The business has experienced a rising demand for private label beauty products fueled by the growth of e-commerce platforms such as Amazon, which have empowered smaller indie brands to flourish.

### Financial Summary

Year End (Aug 31)	Revenue	EBITDA
2019	\$1,600,000	\$77,000
2020	\$1,350,000	(\$32,000)
2021	\$1,700,000	(\$22,000)
2022	\$2,200,000	\$237,000
2023	\$2,700,000	\$532,000
2024	\$3,400,000	\$1,467,000

\*2020, 2021 and 2022 excludes Government Covid subsidies

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## Business Summary

### Business Details

- ▶ Long term client relationships
- ▶ Experienced team of employees
- ▶ In-house manufacturing and bottling facility
- ▶ 90% re-orders and repeat customers
- ▶ Opportunities for continued growth

### Facilities

4,370 SF

### Employees

12 Full Time (Include Owner)  
6 Part Time

### Transition

The vendor will ensure a suitable transition

### Price

Business                    \$2,100,000\*  
Property                    \$2,300,000\*\*

\*includes normal level of Working Capital

\*\*Property optional

# NAI Commercial

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