



## Natural Skincare Product Manufacturer Lower Mainland, BC

### Exceptional Opportunity in the Natural Skincare Industry

This established and reputable company in the natural skincare sector is now available for acquisition. With over two decades of experience, this business has carved a niche in the market by offering high-quality, natural skincare products that resonate with health-conscious consumers.

This opportunity is ideal for investors or companies looking to expand their footprint in the natural skincare industry. The business's established brand, diverse product offerings, and commitment to quality position it well for continued growth in a burgeoning market.

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# Natural Skincare Product Manufacturer

Lower Mainland, BC

## Business Details

- ▶ **Diverse Product Line:** The company boasts a comprehensive range of skincare products, including eye creams, serums, toners, cleansers, and face masks. Each product is meticulously formulated using natural ingredients, ensuring purity and efficacy:
- ▶ **Strong Market Presence:** Operating primarily in Canada, the company's products are available through both online platforms and partnered offline retailers, reflecting a robust distribution network.
- ▶ **Commitment to Quality:** All products are free from artificial fragrances, colors, GMOs, parabens, and formaldehyde. The company's dedication to cruelty-free practices has earned it a loyal customer base and industry recognition.
- ▶ **Strategic Location:** Based in a prime location, the company benefits from a strategic position that facilitates efficient operations and distribution.
- ▶ **Experienced Leadership:** Founded by industry professionals with extensive knowledge in wellness, health, and beauty, the company has a solid foundation and a clear vision for growth.

## Financial Summary

Year ending July 31	2021	2022	2023	2024
Revenue	\$1,215,274.00	\$1,148,655.00	\$967,278.00	\$866,681.00
Gross Profit	\$1,006,801.00	\$884,342.00	\$806,632.00	\$721,575.00
Gross Margin	83%	77%	83%	83%
Normalized EBITDA	\$194,550.00	\$65,425.00	\$159,163.00	\$171,587.00

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## Business Details

### Sale Type

Share sale

### Property Details

- ▶ Approx. 3,578 SF
- ▶ Approx. property taxes (2024): \$10,354
- ▶ Zoning: IB1 (Industrial Business Park)
- ▶ Industrial Warehouse Strata

### Staff

7 employees and 2 owners

### Transition

Vendor willing to take appropriate steps to facilitate transition

### Price

Business*	\$600,000
Property	\$1,900,000
<b>Total</b>	<b>\$2,500,000</b>

*\*Includes approx. \$171,000 in Equipment & normal level of Working Capital*



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