

# Profitable Utility Locating Specialist for Acquisition

## Financial Summary

Year ending May 31	2018	2019	2020	2021F
Revenue	1,183,456	845,919	892,446	998,647
% Increase in Revenue	18.1%	-28.5%	5.5%	11.9%
EBITDA (Normalized)	347,037	69,557	240,681	212,495
EBITDA Margin %	29.3%	8.2%	27.0%	21.3%

## Company Overview

The company provides locating services for a variety of pre-planning and ground disturbance activities such as new pipeline construction, new facility installation, environmental drilling, pipeline integrity proving, and forestry operations.

Highlights of this acquisition opportunity include:

- Consistently profitability – high average operating margins.
- Resilience during COVID19 virus panic.
- High quality customer base.
- Limited competition in the region.

The company has been less affected by depressed conditions in the Alberta oil industry downturn than many other businesses. As a service provider to multiple companies and industries, the company has had strong revenue in recent years. The company accepts smaller jobs and projects, broadening the customer base. This provides diversification of business and better cash flow.

The client base includes approximately 35 energy companies of various sizes, with whom the company has several MSA's. The company also serves approximately 20 environmental companies and several other businesses related to the energy, electric utility, and forestry industries.

The business is situated for future growth with the federal government committed to spending \$1.7 billion to help clean up orphan wells, abandoned infrastructure and asset retirements and the proposed Alberta to Alaska railroad super-project, as well as other possible future northern expansions and projects.

This business has successfully operated for nearly 15 years. The owner is seeking to exit the company for family requirements. The owner is prepared to work with an acquirer to promote management continuity for a reasonable transition period to be negotiated for the benefit of all parties.

## Transaction Considerations

The MAXIMA Group has been exclusively retained by the owner of the company to complete a sale of the business.

A full Confidential Information Memorandum (CIM) is available upon the execution of a Confidentiality Agreement.



## Company Quick Facts

Industry:

**Utility Line Locating**

Company Offerings:

**Locating services for new pipeline construction, new facility installation, environmental drilling and pipeline integrity proving**

Headquarters Location:

**Northern Alberta**

Customer Geographic Location:

**Northern Alberta**

*All monetary amounts expressed in Canadian dollars.*

## Seller Contact

*The MAXIMA Divestitures Group Inc.*

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*Prospective purchasers are required to undertake their own due diligence and review of the affairs described in this summary, and can do so, with the assistance of MAXIMA and the Company after entering into such Confidentiality Agreements as required.*