

ACQUISITION OPPORTUNITY: Flow Measurement and Instrumentation Service Co.

Financial Summary

Year end September 30	2020	2021	2022	2023F
Revenue	1,993,094	2,121,399	2,788,564	3,067,420
% Increase in Revenue	-29.6%	6.4%	31.4%	10.0%
Gross Profit	1,062,599	1,128,730	1,306,999	1,568,381
Margin %	53.3%	53.2%	46.9%	51.1%
EBITDA (Normalized)	204,755	199,558	317,856	414,102
EBITDA Margin %	10.3%	9.4%	11.4%	13.5%

Company Overview

This is an opportunity to acquire a profitable company that primarily serves customers in the energy industry at all levels of the value chain (upstream, midstream, downstream).

Energy industry products (natural gas, NGLs, condensates, crude oil, refined product, etc.) must travel through various measurement points to reach the consumer. In this market context, the Company's products and services address flow measurement and instrumentation applications, as well as validating and calibrating measurement systems.

Highlights of this opportunity include:

- Alberta Energy Regulator requirements for testing frequency create a reliable base of re-occurring revenue.
- Growth opportunities in both service and product sections of business.
- Large catalogue of products for customer capex and maintenance applications.
- Multiple Master Service Agreements with major companies, renewed yearly for work to be completed on a monthly, quarterly, or yearly basis.
- Five exclusive agreements with specialty manufacturers to distribute products to the Canadian market.
- Certified by Measurement Canada to provide measurement services.
- Long-term customer relationships, few existing competitors, and material barriers to entry.

As an acquisition, this Company will complement a strategic buyer who wishes to expand its service offerings.

The Company operates from a facility held within the operating company. The commercial property is available for purchase to an acquirer of the operating company and leasing options will be considered also.

The shareholders are willing to support the transition to new ownership for a time period agreeable to 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 is available upon the execution of a Confidentiality Agreement.



Company Quick Facts

Industry:

Measurement, instrumentation, oilfield

Company Offerings:

Instrumentation products, flow measurement products, meter testing

Headquarters Location:

Alberta

Customer Geographic Location:

**Primarily Western Canada
Canada-wide for product sales**

Real Estate:

Owned

All monetary amounts expressed in Canadian dollars.

Seller Contact

The MAXIMA Divestitures Group Inc.

Abhishek Makkar

Partner

Phone: (587) 324-1576

Email: AMakkar@MaxDG.com

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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.