

Designer & Manufacturer of Patented Lighting Control Products

Financial Summary

Year ending June 30	2019	2020	2021	2022	2023F
Revenue	\$1,419,181	\$1,344,052	\$1,278,717	\$1,601,795	\$2,000,000
% increase in Revenue	8.0%	-5.3%	-4.9%	25.3%	24.9%
Gross Profit	1,099,719	849,689	835,659	1,189,342	1,408,957
Margin %	77.5%	63.2%	65.4%	74.3%	70.4%
EBITDA(R&D) - Normalized	504,559	365,451	536,754	777,728	700,000
EBTIDA(R&D) Margin %	35.6%	27.2%	42.0%	48.6%	35.0%

Company Overview

Designer and manufacturer of patented theatrical and architectural lighting control products and systems.

Equipment installations extend globally into television studios, theatres, churches, hotels, education facilities, convention centres, etc. Versatile product offering ranges from state-of-the-art LED dimming, power distribution, and architectural control solutions to retrofit dimming and control equipment.

Highlights of this acquisition opportunity include:

- Highly qualified and experienced, non-union labor force.
- Exceptional reputation and credibility within the global lighting industry.
- Strong operating margins; 38.4% normalized EBITDA(R&D) margins (average 2018-2022).
- Extensive global network of 16 active dealers and integrators.
- Broad product offering; 250+ visionary products currently in the market.
- 18 patents ranging in status filed in Canada, the United States, and Europe.
- Positioned for future growth with continued market expansion into specification and new construction and the continued commercialization of the Company's new specialty product line, the worlds first energy efficient LED lighting control system.

This Company is seeking a qualified acquirer. The owner is prepared to work with an acquirer to promote management continuity and preserve ongoing strategy for a transition period to be negotiated for the benefit of all parties.

The Company currently leases its operating facilities.

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:

Lighting

Company Offerings:

Lighting control products and systems

Headquarters Location:

Alberta

Customer Geographic Location:

Canada and the United States

All monetary amounts expressed in Canadian dollars.

Seller Contact

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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.