

Distribution/Logistics Facility Construction Services: Business For Acquisition

Financial Summary

Year end August 31	2020	2021	2022	2023*	2024F
Revenue	2,221,590	3,412,812	3,651,896	5,740,868	7,500,000
% Increase in Revenue	-8.9%	53.6%	7.0%	57.2%	30.6%
Gross Profit	1,160,517	1,719,653	1,973,424	2,885,135	3,867,064
Margin %	52.2%	50.4%	54.0%	50.3%	51.6%
EBITDA (Normalized)	31,501	182,683	320,645	755,973	975,000
EBITDA Margin %	1.4%	5.4%	8.8%	13.2%	13.0%

*2023 results based on internal unadjusted reports pending accountant prepared year end statements.

Company Overview

This Company provides turnkey design-build products and services to general contractors, landlords and tenants of industrial logistics and distribution facilities.

The Company has maintained a best-in-class reputation based on its history of successful projects for blue-chip customers and reliable source of supply.

This business provides the full scope of services including design, engineering, procurement, installation, and maintenance for commercial/industrial material handling systems. Additionally, its large catalogue of material handling products covers a comprehensive set of applications for customer's day-to-day requirements in warehouse operations.

Highlights of this acquisition opportunity include:

- Headquartered in a key transportation, warehousing, and logistics hub that is seeing momentous secular growth.
- 37.2% CAGR from 2020 to 2023 with market developments supporting further growth projections.
- High quality, non-union, COR certified labour force, possessing unique skillsets and experience for this specialized trade.
- Few competitors with comparably specialized range of offerings.

The owner is prepared to work with an acquirer to promote management continuity and preserve ongoing strategy for a transition period that is agreeable to all parties. The existing management team covers many core business functions, reducing dependence on the owner.

The Company currently leases its operating facility with a term to 2026.

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:

Warehousing & Logistics; Construction

Company Offerings:

Design-build for warehouse storage systems; material handling product sales

Headquarters Location:

Alberta

Customer Geographic Location:

Canada

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.