

BUSINESS FOR SALE

NATIONAL MARINE SAFETY & SERVICES COMPANY



BUSINESS OVERVIEW

This fast-growing, highly profitable Canadian company providing specialist services to the marine sector has been in operation for more than 30 years and is the industry leader in Canada. The Company's strong market presence and geographical coverage offers a significant competitive advantage and barrier to market entry.

The Company generates recurring revenues from the provision of its services. Day-to-day operations are highly automated using its proprietary technology and the delivery services is effectively fully sub-contracted.

This business is ready to be taken to the next level by a strategic or synergistic buyer seeking to gain access to the Company's existing customer base, offer new and complementary service products to their own customers, and access new geographical markets.

NORMALIZED FINANCIAL SUMMARY

	NORMALIZED REVENUES	EBITDA
PROJ. 2021	\$ 1,415,000	\$ 360,000
FYE 2020	\$ 1,273,000	\$ 347,000
FYE 2019	\$ 937,000	\$ 134,000
FYE 2018	\$ 990,000	\$ 224,000

SALE INFORMATION

Pacific M&A and Business Brokers Ltd. is managing the sale of 100% of the shares of the Company through a **Structured Transaction Process** where expressions of interest will be accepted prior to formalizing LOIs with the best fit acquiring party.

Given the Company's market leading position, recurring revenue, and substantial opportunities for synergies and future growth, the Seller is anticipating a competitive offering in the range of 5.5x to 6x Normalized EBITDA, on a cash-free, and debt-free basis.

For more information on this business, please contact:

KENT CARTER | BUSINESS BROKER

Pacific M&A Business Brokers Ltd.
| direct | (778) 897-0494
| email | kcarter@pmabb.com

COMPANY PROFILE

Listing ID:	VANCOBC002-N516
Location:	Canada

HIGHLIGHTS

- Over 30 years in business
- Industry leader in Canada
- Highly scalable business model
- Recurring revenues
- Consistent history of profitability
- Substantial growth opportunities with minimal additional investment
- Highly automated operations from customer to service delivery
- Relocatable, can be operated from virtually anywhere
- Seller is willing to stay on to transition / manage as long as required

 **Pacific**
M&A and Business Brokers Ltd.

With Offices in
Vancouver, Victoria, and Kelowna

Head Office: 625 Howe Street, Suite 215
Vancouver, BC Canada V6C 2T6

Tel: (604) 696-6111 Fax: (604) 696-6119