

# BUSINESS FOR SALE

## SPORTING GOODS & OUTDOOR GEAR RETAILER



### BUSINESS OVERVIEW

This retailer serves a diverse customer base that seeks clothing or gear for most outdoor or recreational sports and activities. The merchandise it carries ranges from bikes to clothing, or camping gear to footwear, and much more. With long-standing suppliers and diverse sources of merchandise, as well as skilled sales and service staff – customers come back year after year. The customer base are predominantly families and range from youth to seniors, but all equally passionate to be outfitted to enjoy the great Canadian outdoors.

The premises exudes an upbeat ambiance that attracts loyal customers and is in a high-visibility and high-traffic location. All assets of the business are included in the price. The business has staff and management in place, including key store management which will allow for effective transition of business to a new owner.

The ideal buyer will have knowledge / experience in durable goods merchandising or retail. This business could also suit a strategic or financial buyer, where the new owner can take advantage of proven business model and consistent financial results – with minimal additional investment.

### NORMALIZED FINANCIAL SUMMARY

	NORMALIZED REVENUES	EBITDA *
PROJ. 2019	\$ 5,489,000	\$ 1,126,000
FYE 2018	\$ 5,160,000	\$ 993,000
FYE 2017	\$ 5,089,000	\$ 1,207,000

\* EBITDA - Earnings Before Interest, Taxes, Depreciation, and Amortization

### SALE INFORMATION

Type of Sale: Share Sale

**BUSINESS ASKING PRICE: \$4,599,000**

Inclusions in Asking Price:

- Operational Balance Sheet Inclusive of:
  - Furniture, Fixtures, & Equipment / Goodwill / Leaseholds / Normal Net Working Capital of \$570,000 (Inclusive of Inventory)

For more information on this business, please contact:

**JEFFREY NG** | BUSINESS BROKER

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### COMPANY PROFILE

Listing ID:	VANCOBC002-N502
Location:	Western Canada
Type of Business:	Corporation
Size of Premises:	Over 10,000 sq. ft.
NAICS 45111:	Sporting Goods Stores

### HIGHLIGHTS

- Competitively priced and diverse merchandise offering
- Great location with long-term lease in place
- Excellent retail margins
- All season business
- Stable history of profitability
- Trained staff

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