

BUSINESS FOR SALE

DISABILITY CLAIMS MANAGEMENT & CONSULTING SERVICES COMPANY



BUSINESS OVERVIEW

Pacific M&A and Business Brokers Ltd. has been exclusively engaged to represent the divestiture of a fast growing, highly profitable Western Canada claims management and consulting services provider with an impressive average growth record of 12% YoY and an EBITDA margin average of 42%.

This is a company providing services in a complex and growing space with strong transferable client relationships.

Providing services primarily in Western Canada, this premiere service provider is ready to be taken to a national level by a strategic or synergistic buyer.

This is a high-level subject matter experienced company with a high success record. It has a solid customer base with extremely low churn and provides various service offerings to its corporate clients, individuals, and unions.

NORMALIZED FINANCIAL SUMMARY

	NORMALIZED REVENUES	EBITDA *
PROJ. 2020	\$ 1,786,000	\$ 1,271,000
FYE 2019	\$ 1,612,000	\$ 975,000
FYE 2018	\$ 1,346,000	\$ 654,000
FYE 2017	\$ 1,110,000	\$ 315,000

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

COMPANY PROFILE

Listing ID:	VANCOBC002-N503
Location:	Western Canada
NAICS 541612:	Human Resources Consulting Services

HIGHLIGHTS

- Strong growth and profitability
- Growth industry sector
- High client retention rate
- Results-oriented business and team
- Stellar track record
- Minimal capital investment required for growth

For more information on this business, please contact:

PINO BACINELLO | CBI, M&AMI, CMEA, CSBA

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

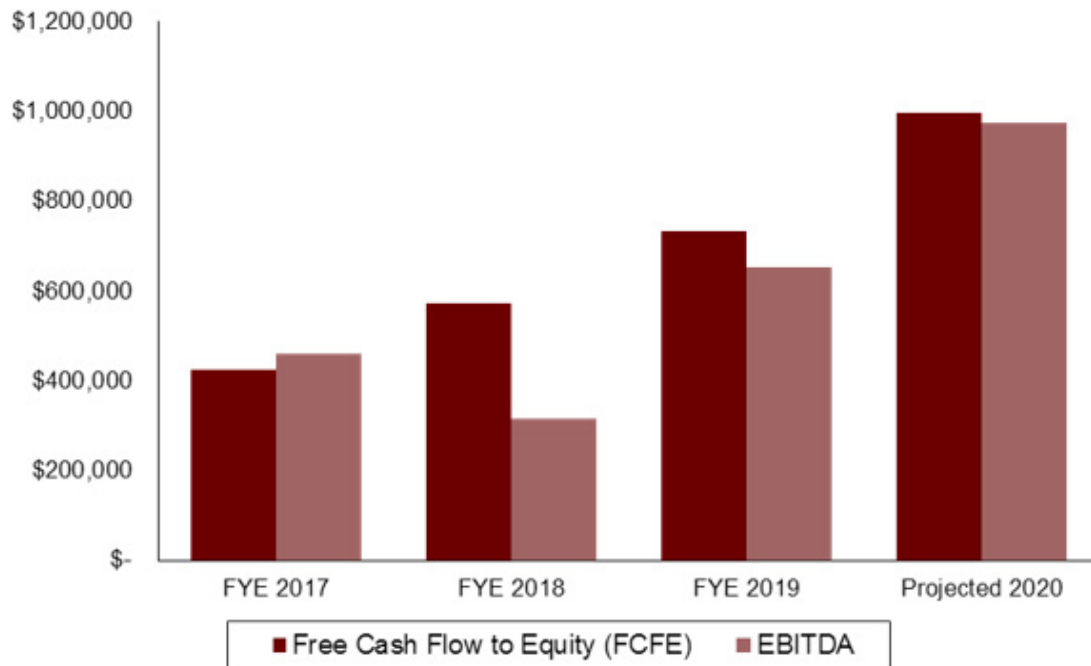
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FCFE & EBITDA



SALE INFORMATION

Pacific M&A and Business Brokers Ltd. has been exclusively engaged to represent the divestiture of the shares in this highly profitable and well-established company to strategic, industry, or synergistic parties and anticipates a competitive environment through a **Structured Transaction Process** where expressions of interest will be accepted prior to formalizing LOI's with the best fit acquiring party.

This service-based business has an impressive Free Cash Flow, a known brand and positive reputation, historical growth, and strong growth opportunity in a growing niche market segment.

The vendor is anticipating a competitive offering in the 5.5x to 6.5x Trailing Twelve Months EBITDA.

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