

# BUSINESS FOR SALE

## MANUFACTURING: HEALTH & BEAUTY PRODUCTS



## OVERVIEW

<b>Listing ID:</b>	VANCOBC002-N542	<b>Location</b>	Canada
<b>NAICS 446120 &amp; 32541:</b>	Personal Care & Pharmaceutical Manufacturing	<b>Type of Entity:</b>	Corporation

Pacific Mergers & Acquisitions Inc. is pleased to introduce this offering of a well-established contract manufacturer of personal care and health related products. Located in Canada and serving clients around the world, the business operates out of a fully compliant facility, meeting Health Canada and the US Food and Drug Administration's Good Manufacturing Practice (GMP) regulations.

The operations boast a strong quality assurance and quality control team, along with laboratories including a quality control lab, analytical lab, research and development lab, and a microbiology lab.

The business is deemed a medium-sized manufacturer within its industry and enjoys above average margins, earnings, and free cash flow.

## KEY INVESTMENT HIGHLIGHTS

- Substantial Barriers to Entry
- Best-in-Class Performance
- Government-Approved Facility
- Proprietary Products with Limited Risk of Obsolescence
- Deep-Rooted and Diverse Customer Base
- Experienced Product Development Team
- Proven, Mature, and Sustainable Business Model Ready to Capitalize on Growth Opportunities

## NORMALIZED FINANCIAL SUMMARY

Historical			Projected		
YEAR	REVENUES	EBITDA	YEAR	REVENUES	EBITDA
FYE 2021	\$ 6,824,000	\$ 1,142,000	PROJ. 2025	\$ 8,961,000	\$ 1,492,000
FYE 2020	\$ 5,983,000	\$ 866,000	PROJ. 2024	\$ 8,567,000	\$ 1,413,000
			PROJ. 2023	\$ 8,075,000	\$ 1,304,000
			PROJ. 2022	\$ 7,490,000	\$ 1,166,000

## SALE INFORMATION

Pacific Mergers & Acquisitions Inc. has been retained by the Shareholders of the Company as exclusive advisors to manage the sale of the shares of the Company and its business as a going concern, on a cash-free, and debt-free basis.

A Structured Transaction Process will be held, to assist with the management of global interest for this opportunity. Transaction data varies considerably within this sector depending on core product type and size of operation, with industry or synergistic companies, or those looking to capture economies of scale through a vertical integration opportunity being the likely preferred candidate.

Once the opportunity is considered, parties that have continued interest in the opportunity will be invited to provide a written indication/expression of interest, and will in turn be provided full access to the Confidential Information Memorandum, and afforded an opportunity to meet with the Owners (these will primarily be done virtually via Zoom).

Upon successful completion of said Buyer/Seller meeting and continued interest to move forward, the successful candidate will be invited to perform some preliminary due diligence, and provide an Offer to Purchase, subject to full due diligence.



For more information on this business, please contact:

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