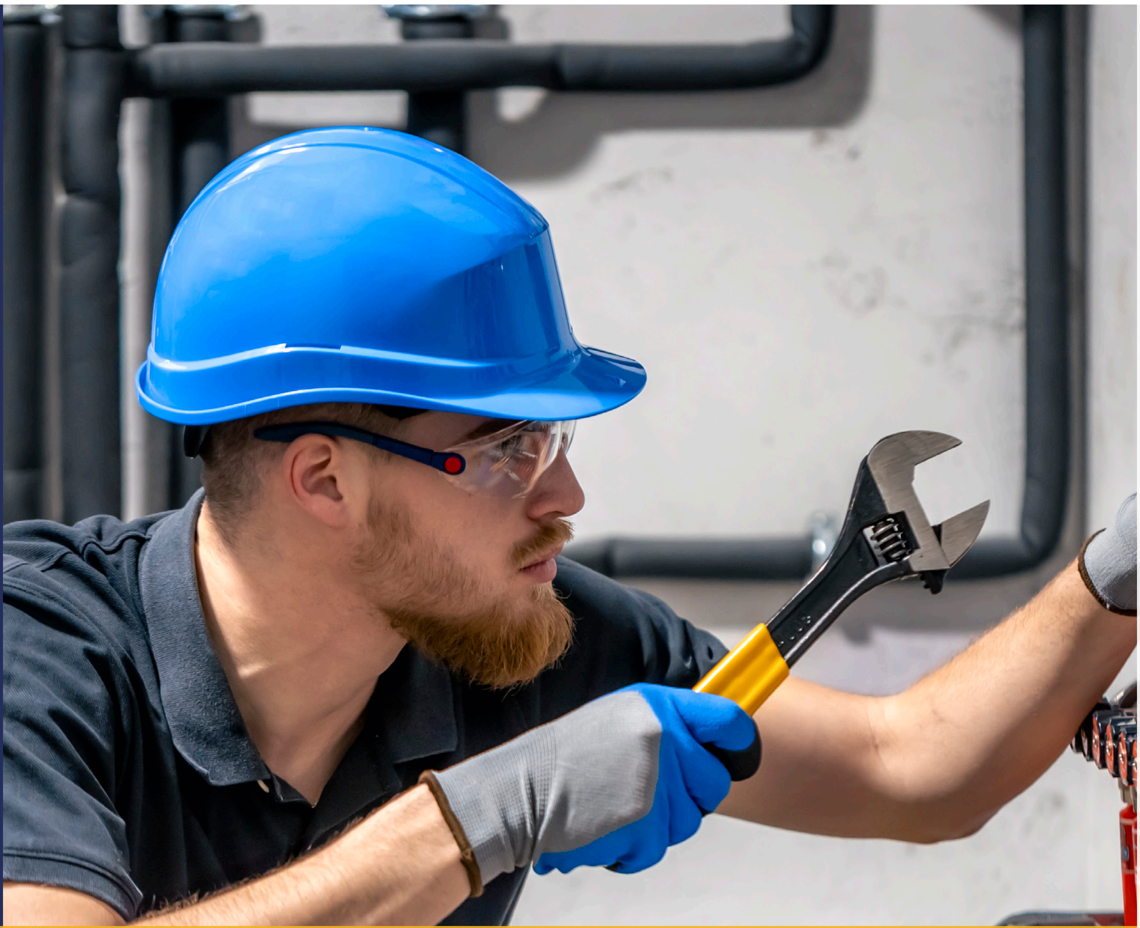
Pacific Mergers and Acquisitions Inc.

PRE-NDA BUSINESS SUMMARY



Listing ID - 24111012

HVAC & PLUMBING CONTRACTOR

With Land & Building

British Columbia Interior

The land and building are an operational asset of the company and intended to be sold with the business. Given the right consideration, seller may consider retaining the land and building assets.

Asking Price
$2,700,000
(includes all assets)
Est. land and building value
$1,000,000

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EXECUTIVE SUMMARY

A unique and lucrative opportunity is available with a company that specializes in delivering comprehensive heating, air conditioning, and plumbing services. This established business offers a full suite of HVAC design, installation, and maintenance solutions, catering to both residential and commercial clients. Their services encompass a wide range of systems, including:

- Residential HVAC systems
- Wood & Pellet stoves, fireplaces, and wood stove inserts
- Gas fireplaces and fireplace inserts
- Commercial HVAC & Refrigeration installation and service
- Residential Plumbing, including new construction, water filtration, and service

As an exclusive dealer, the company showcases the latest models, featuring top-tier fireplaces, chimneys, HVAC components, and indoor air quality (IAQ) parts and supplies. Their team of highly qualified tradesmen is well-versed in designing, installing, and repairing HVAC systems, ensuring that each project is tailored to meet the specific needs of their customers. With a strong commitment to delivering high-quality service and customer satisfaction, this business is well-positioned to continue thriving in the industry.

Project Name

Pure Air

Location

BC Interior, (South East)

Established

Over 5 decades

Employees

17

Sale Structure

Shares Cash Free and Debt Free

Assets

All included inclusive of Building

Reason For Sale

Retirement

Revenue

$4.0MM

EBITA Margin

10%

Building Size

Approx. 4,800 sq ft building, warehouse & showroom.

Price

$2,700,000 (includes building)

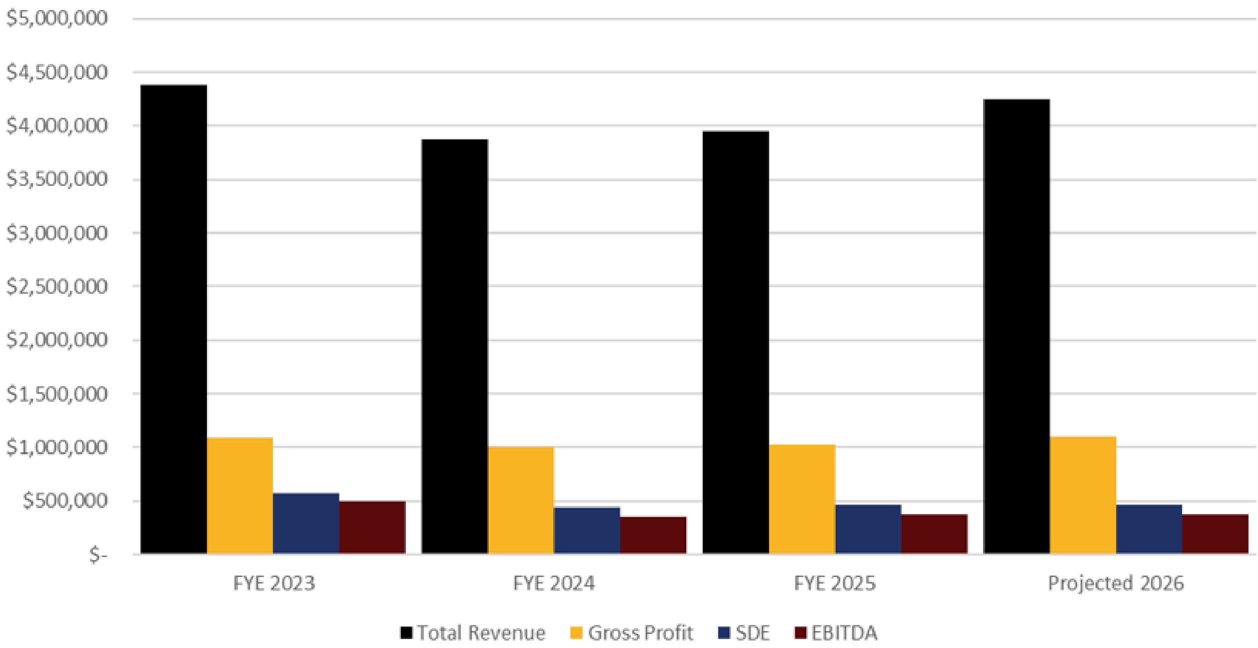
Asking Price Inclusion

All capital assets
(Including land & building)
Normal Net Working Capital
Including Inventory
Goodwill

HISTORICAL FINANCIAL PERFORMANCE

Normalized Financial Summary

	FYE 2023	FYE 2024	FYE 2025	Projected 2026
Total Revenue	$ 4,375,274	$ 3,874,511	$ 3,949,162	$ 4,242,398
EBITDA	$ 493,473	$ 354,588	$ 375,665	$ 376,114
SDE	$ 579,473	$ 442,588	$ 465,665	$ 468,364



KEY CONSIDERATION

1 Property & Plant Included

2 Exclusive Dealer

3 High Customer Retention

4 Solid Supplier Relationships

5 Trained Technicians

6 Low Staff Turnover

7 Government Programs

8 Community Leader

WHAT HAPPENS NEXT?

IF YOU WISH TO PURSUE YOUR INTEREST, PLEASE CONTACT ONE OF OUR M&A ADVISOR. DURING THIS MEETING, YOU WILL HAVE THE OPPORTUNITY TO SPEAK TO OUR TEAM AND ASK FURTHER QUESTIONS.

STEP 1

You have just undertaken this Step by reviewing the initial information about the business.

STEP 2

Contact the Advisor to express your interest and request a Non-Disclosure Agreement (NDA).

STEP 3

Sign the NDA to gain access to detailed business information.

STEP 4

If cleared as a qualified buyer, meet with the owners to discuss the business in more detail.

STEP 5

Submit a conditional, non-binding offer for the business.

STEP 6

Perform due diligence to verify the accuracy of all relevant business information.

STEP 7

Remove any conditions or subjects from your offer.

STEP 8

Close the deal and take possession of the business.