

Opportunity

**Acquire A \$5 Million Revenue Lift Truck Sales, Service & Rental Business
100% Share Sale of Company**

**Business
Highlights**

- 40-year old business was acquired by current owner in 1984
- Company sells and services all brands of new and used fork lifts
- Equipment ranges from hand pump trucks to 60 tonne lifts
- Multiple revenue streams:
 - Sale of refurbished equipment – 50%
 - Long and short-term rentals – 20%
 - Ongoing maintenance and service – 30%
- Strong management team in place – owner part-time active
- 2018 EBITDA \$ 938,000 – includes owners’ compensation

Operations

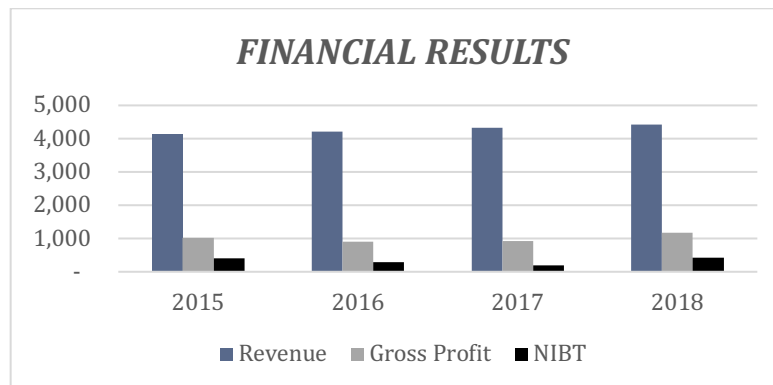
- Based in west of GTA 20,000 sq. ft. leased facility
- Approximately 10 years remain on current lease

Workforce

- Experience and committed work force – average tenure of 13+ year with firm

**Financial
Summary**

- Consistently Profitable for the last 10 years
- FY May 31 – 2019 revenue projected to be \$5 million



(\$'000)	Revenue	GP	NIBT
2015	\$4,129	\$1,024	\$404
2016	\$4,205	\$899	\$614
2017	\$4,333	\$926	\$723
2018	\$4,425	\$1,169	\$750