



Portail d'affaires

## Food equipment distribution

Annonce V68002 mise à jour le 16/12/2022

### Description générale

#### Fiche d'identité de la société

Forme juridique	Indifférent
Localisation du siège	Ontario

#### Résumé général de l'activité

This is an opportunity to acquire a well-established food equipment distribution company. The company has built a sterling international reputation working with high quality manufacturers and has several longstanding relationships with existing customers and suppliers.

The company has experienced steady revenue and profit growth over the last several years, continuing to forecast growth in the years ahead. This has been a family business for many years with the owners set to retire.

This retirement ready, family owned company, has a long history of success, and experienced steady revenue and profit growth over the last several years, and continued growth is forecast in the years ahead.

### Éléments chiffrés

#### Éléments chiffrés concernant la cession

En k€/année	2020	2021	2022	2023
CA		4400	5 100	5 400
Marge brute				
EBE		480	690	800
Rés. Exp.				
Rés. Net				
Salariés			20	

#### Indications concernant les éléments chiffrés

Normalized financial summary :  
Historical :

CA 2022 : 7230 KCAD.  
EBITDA 2022: 985 KCAD.  
CA 2021 : 6260 KCAD.  
EBITDA 2021 : 680 KCAD.  
CA 2020 : 5430 KCAD.  
EBITDA 2020 : 230 KCAD.  
CA 2019 : 4560 KCAD.  
EBITDA 2019 : 310 KCAD.

Projected :

CA 2023 : 7640 KCAD.  
EBITDA 2023 : 1010 KCAD.  
CA 2024 : 8010 KCAD.  
EBITDA 2024 : 1027 KCAD.  
CA 2025 : 8290 KCAD.  
EBITDA 2025 : 1067 KCAD.  
CA 2026 : 8440 KCAD.  
EBITDA 2026 : 1060 KCAD.

A Structured Transaction Process will be held, with a minimum expectation of value consideration of 4.65x earnings on a trailing twelve months basis.

## Positionnement concurrence

### Positionnement par rapport au marché

National Presence with primary locations in Ontario and British Columbia.

### Points forts

Long standing business with steady increase in revenue and profits in a stable industry.

Staff is factory-trained and fully certified to support globally recognized brands and equipment.

Excellent international reputation with pre-existing contracts with several customers.

Exclusive manufacturer relationships for in-demand products.

Low customer concentration with excellent balance across several markets.

## Infos sur la cession

### A propos de la cession de cette entreprise

Type de cession envisagée	Majoritaire
Raison principale de cession	Départ à la retraite
Prix de cession	Le vendeur n'a pas souhaité préciser le prix de cession.

L'immobilier n'est pas compris dans la cession.

### Profil de repreneur recherché

Profil recherché	Personne physique ou morale ou fonds d'investissement
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Complément

The ideal acquiring party will have experience in the food equipment distribution industry.

