

File No. 190303

## Commercial/Industrial Refrigeration & HVAC

Southern Ontario (2 locations)

### Company Overview

- Well-established profitable company that has been in the community for 30+ years
- Products and Services include:
  - Industrial refrigeration
  - Commercial heating and cooling
  - Custom built units
  - Service and maintenance
  - 24/7 emergency service
- Customers include:
  - Food processing plants
  - Manufacturing plants
  - Commercial properties
- Experienced, licensed unionized technicians
- Diversified revenue stream with approximately 40% made up of service and preventative maintenance contracts



### Opportunity

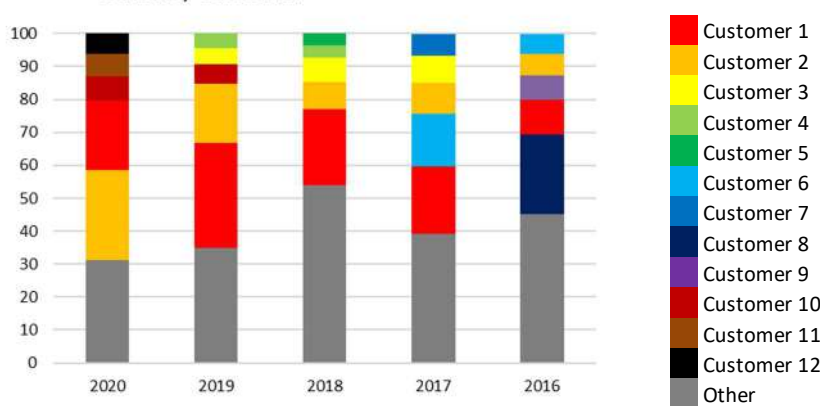
Expanding the second location, which is currently underutilized, as a secondary hub would allow for coverage of most of Southern Ontario. The Company does not have a formal marketing campaign with the development of a marketing strategy revenues could increase for both the locations.

### Financial Information

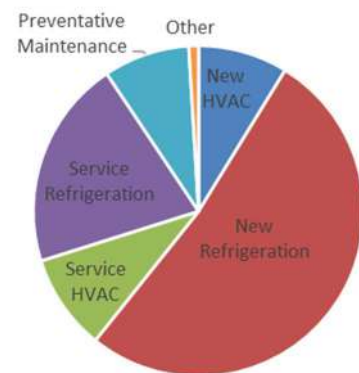
Years Ended Aug. 31	2019	2020	2021 (Projection)	2022 (Projection)	2023 (Projection)
Revenue	\$3.81M	\$4.01M	\$4.08M	\$4.14M	\$4.20M
Recast EBITDA	\$707K	\$658K	\$798K	\$817K	\$833K

Note: These projections are not assurances that a particular level of income or profit will be achieved.

Sales by Customer



Revenue Breakdown: Fiscal Year 2020



### Reason for Sale

Owner wishes to retire and will be available for a transitional period.

### Contact Details

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