



**Marine Sales and  
Service Business**  
Lower Mainland

Asking Price:  
**Seeking  
Expressions  
of Interest**

# EXECUTIVE SUMMARY

- A well-respected West Coast Marine sales and service business is offered for sale as a share structure.
- A leader in its industry for decades and located in a key strategic location, this highly profitable marine industry leader specializes in sales, service and parts for high-quality known brands.
- The business offers unique advantages, including year-round service, on-site inventory, and much more, which attract and retain loyal customers. Its core strengths include its long-standing industry relationships, experienced staff and collective knowledge.
- It has a well-known brand and a balanced business model that maximizes revenue through diverse offerings.

**BUSINESS DESCRIPTION**  
Marine Sales and Service Business

**REVENUE**  
In excess of \$6 million

**ENTITY TYPE**  
Corporation

**GROSS MARGIN**  
28%

**GENERAL LOCATION**  
Great Vancouver Regional District

**EBITDA MARGIN**  
10.6%

**PRODUCTS AND SERVICES**  
New Boat Sales  
Pre-owned Boat Sales  
Services and Repairs  
Parts Sales

**TRANSACTION TYPE**  
Share Sale

**STAFF**  
6 to 10

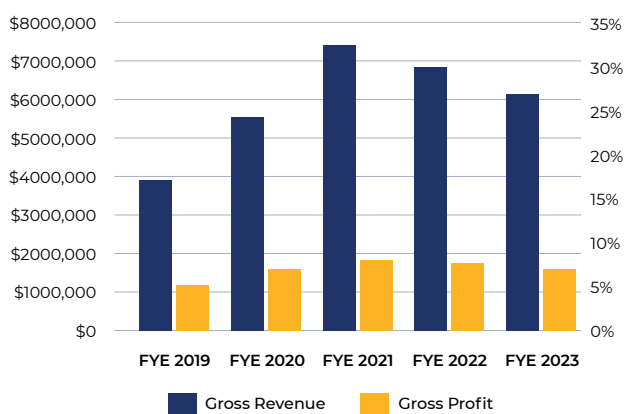
**ASKING PRICE**  
Reasonable EOI's Entertained

**REASON FOR SALE**  
Retirement

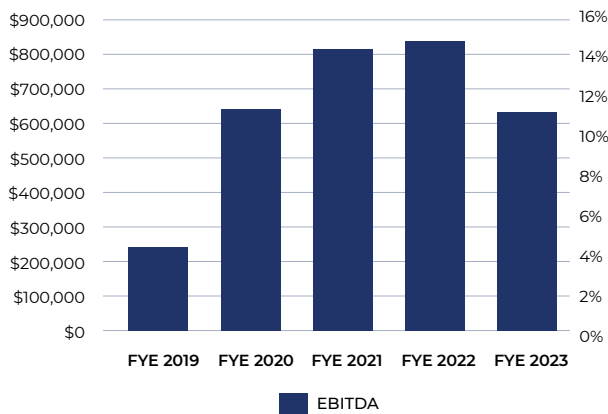
**ASKING PRICE INCLUSIONS**  
Operational Balance Sheet  
inclusive of all operational assets,  
inventory, normal net working  
capital and goodwill

# HISTORICAL FINANCIAL PERFORMANCE

Normalized Revenue to Gross Profit



EBITDA



	Normalized Revenues	Gross Profit	EBITDA
<b>FYE 2023</b>	\$6,027,957	\$1,694,573	638,409
<b>FYE 2022</b>	\$6,813,043	\$1,801,313	828,000
<b>FYE 2021</b>	\$7,385,452	\$1,816,271	810,257
<b>FYE 2020</b>	\$5,631,858	\$1,567,878	645,649
<b>FYE 2019</b>	\$3,891,486	\$1,206,161	248,784

The business has shown sustained growth throughout the pandemic years. The travel restrictions led to an increasing number of Vancouverites wanting to escape the crowds and taking up boating and fishing. With efficient cost control, the management team increased their margin from 6.4% in FYE 2019 to 10.6% in FYE 2023. Though FYE 2021 was a peak year, the future sales level is anticipated to stabilize around its current level.

# KEY CONSIDERATION

1

## Long-standing Industry Leadership

Strong West Coast marine industry reputation with decades of presence.

2

## Strategic Location

Easy access for local and regional customers and access to water.

3

## Exclusive Dealer Relationships

The business has long-standing supplier partnerships and is a trusted dealer for top brands, offering an exclusive market area.

4

## Comprehensive Service Offering

The business operates as a one-stop shop, providing new and brokerage boat sales, parts and certified marine services to cater to the diverse needs of pleasure boaters sport and recreational fishing.



Stock Image



A man in a workshop is working on a boat engine. He is wearing a dark shirt and is focused on the task. The background shows a large blue boat and various mechanical parts. The scene is lit with dramatic, low-key lighting, highlighting the man's face and the engine components.

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The business' established relationships with leading brands and its exclusive distributor status provide a solid foundation for continued success, making it a prime investment opportunity for those seeking a well-positioned marine dealership.