

# FOR SALE: Architecture Planning & Fine Finishes for Corporate Interiors

*Over 20 Experts on team and owner will transition up to 5 years!*

## Financial Overview

**List Price: \$9,150,000 CAD**

### Gross Sales

2023 FYE through NOV	2022 FYE
\$4,146,610	\$3,332,478

### Cash Flow

2023 FYE through NOV	2022 FYE
\$2,250,345	\$1,524,036

- **Profit Margin:** 54%

**Valuation:** 2023 Cash Flow x Multiple = Valuation  
 \$2,250,345 x 4.05 = \$9,113,897

## Business Information

**Services:** Lead planning, design, and work alongside clients through entire process.

**Location:** Toronto, serving primarily in Ontario, but has done work in the US in the past.

**Industries:** Gaming, Commercial, Corporate interiors and Condos.

**Personnel:** 21 FT including CFO, General Manager, 9 registered architects, 4 technical draftsmen, and 3 architect interns. They also have 3 contract architects who handle overflow.

**Current Owners' Responsibilities:** Client relations, team & project management.

**Reason for Selling:** Succession/ retirement Planning

**Seller Training Period:** 3-5 years

**Years Established:** 30+ years

**Growth Opportunities:** Returning to the United States and using deep connections. Also, a new owner should develop and operate a marketing plan as they do not have any marketing or advertising – everything is repeat or referral!

**Working Capital:** \$488,000

A/R: \$701,000 A/P: \$213,000

## Funding Example

**Purchase Price: \$9,150,000 CAD**

<b>15% Buyer Down Payment</b>	\$1,372,500
<b>10% Seller Financing</b>	\$915,000
<b>10% Equity Roll</b>	\$915,000
<b>65% Bank Loan</b>	\$5,947,500

## Description

This firm has a 30 year reputation where they specialize in the procurement for unique Corporate Interior spaces and has a niche in gaming. They developed this niche after seeing an opportunity in the late 90s working on casinos & racetracks. This has set them apart from other firms as they have the expertise in this industry. The team includes 21 employees, including a CFO, general manager, 9 registered architects, 4 technical draftsmen, and 3 architect interns. Located in Toronto, this firm primarily has clients in Ontario but have worked in the US because of their expertise in casinos, which a new owner could reimplement easily, as the client connections and resources remain in place. The focus of their firm is to guide clients through unique architecture that is both elegant and intelligent, along with lead planning, design, and working alongside clients in all phases.

The price of **\$9,150,000 CAD** includes a 10% seller promissory note, plus a 10% equity roll to show good faith in the business continuing successfully post-close and as a show of vested interest in the ongoing success of the company, the owners will offer an extended transition period of 3-5 years. The business is boasting an incredible 54% profit margin with fiscal year end 2023 revenue to be back to pre-COVID! With the purchase, a buyer would also be receiving over \$400,000 in working capital and all of the equipment and software needed.

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