



ALDRIN RAPHAEL
A R BUSINESS BROKERS

BUSINESS OVERVIEW

Industrial Equipment Distribution and Service Firm | ON, Canada

Listing ID: 3791



Project Axis

Asking Price - \$3.1M

COMPANY PROFILE

This opportunity represents the acquisition of an established Canadian distributor and solutions provider specializing in equipment, service, parts, consumables and software for the printing, mailing, print-finishing, packaging, labelling and related production-technology markets.

The Company supports customers across Canada through a broad international manufacturer network. Its offering includes new and refurbished equipment, stand-alone machinery, integrated production systems, installation, training, preventative maintenance, repairs and ongoing technical support.

The Company's consultative approach allows it to evaluate equipment from multiple manufacturers and develop customized solutions around each customer's production requirements. Supported by an experienced sales, service and administrative team, longstanding customer relationships and established manufacturer authorizations, the business provides a strong platform for continued growth under new ownership.

REASON FOR DIVESTITURE

Ownership is pursuing a sale as part of its retirement plans. The owners are prepared to support an orderly transition through customer and vendor introductions, operational and technical knowledge transfer, training and ongoing consulting, as required.

INVESTMENT HIGHLIGHTS

Broad, Integrated Product and Service Offering

Provides equipment, parts, consumables, software, installation, training, refurbishment, preventative maintenance and technical service across multiple production-technology categories.

Extensive Manufacturer Partner Network

Maintains relationships with a broad international network of manufacturing partners, enabling the Company to source equipment from multiple vendors and develop customized, integrated production solutions.

Established Canadian Customer Base

Serves a diversified base of customers across Canada, supported by longstanding relationships, repeat business and recurring aftermarket requirements.

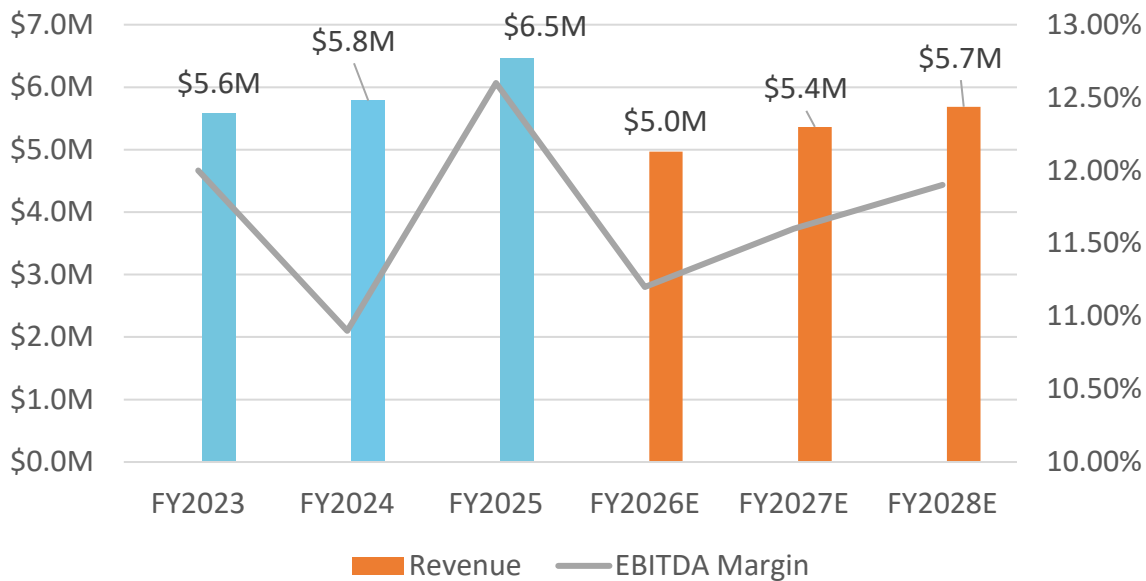
Experienced and Transferable Team

Supported by a knowledgeable sales, service, accounting and operations team, including several long-tenured employees with substantial institutional and technical knowledge.

Multiple Growth Opportunities

Positioned to expand through increased sales coverage, greater service penetration, growth in used and refurbished equipment, additional parts and consumables revenue, and further development of underserved Canadian markets.

Historical and Projected Financial Performance



FYE	Revenue	Normalized EBITDA	EBITDA Margin
2023	\$5,581,209	\$667,342	12.0%
2024	\$5,784,941	\$627,872	10.9%
2025	\$6,451,887	\$813,714	12.6%
PROJ 2026	\$4,967,184	\$556,151	11.2%
PROJ 2027	\$5,364,558	\$622,203	11.6%
PROJ 2028	\$5,686,432	\$674,275	11.9%

FY2026E is based on interim revenue of \$2.68 million for the period from October 1, 2025 to April 24, 2026, annualized with consideration for the timing of equipment sales. Revenue is projected to recover from FY2027 onward through expanded sales coverage, increased service activity, growth in parts and consumables, and further development of refurbished equipment and underserved Canadian markets.

The Confidential Information Memorandum (CIM) will be made available upon execution of a Non-Disclosure Agreement (NDA), submission of a complete Buyer Profile, and subsequent approval by our client.

Complete Buyer Profile [HERE](#)
Complete NDA [HERE](#)

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The financial Information of this business is based on tax statements and figures provided by the company's management team. A R Business Brokers Inc. does not warrant any of the financial information contained herein.