



## **EXECUTIVE SUMMARY**

Based in the Southeast, Client #786 (or the “Company”) operates as an analytical testing laboratory. They provide coal, water and soil analysis services. Their main customers are power plants, mines, cities/municipalities and manufacturers.

The Company was founded in 2001. They are accredited by TCEQ and NELAC, and recognized as a RCT soil lab.

The Company’s owner has elected to sell the business, and the business is being offered for sale on an exclusive basis by CAPSTONE Business Advisors, LLC.

## **Opportunity**

This company is a very compelling acquisition opportunity when coupled with the dynamic and rapidly growing demand for analytical testing services and the Company’s:

- *History of profitability, stable margins and strong cash flow,*
- *Increase of strict regulations creating a need for more environmental testing,*
- *Established reputation, and*
- *Opportunities to expand into more testing markets.*

## **Summary Financial Performance**

	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>
<b>Revenue</b>	\$ 861,731	\$ 854,620	\$ 1,026,059	\$ 1,007,536
<b>Gross Profit</b>	\$ 578,208	\$ 612,667	\$ 748,058	\$ 807,328
<b>Taxable Income</b>	\$ (23,888)	\$ 101,428	\$ 98,470	\$ 27,488
<b>EBITDA</b>	\$ 79,178	\$ 166,829	\$ 99,278	\$ 91,868
<b>Owner's Discretionary Income</b>	\$ 152,996	\$ 244,829	\$ 235,956	\$ 170,452