## MERGERS ACQUISITIONS TRANSITION VALUATIONS

## **Opportunity Profile: SK017**

Location Saskatchewan			Adjusted EBITDA	Multiple (Share)	Selling Price (Share)	Multiple (Asset)	Selling Price (Asset)
		\$1,880,000.00		9.5	\$17,860,000	12	\$22,560,000
General Information		Dialogue Box		Revenues 2022			
Type of Transaction	Shares or Asset				Asset Mana	agement Fee	\$1,412,807
Assets Under Management	\$144,180,843	High quality financial services firm with a strong		Life Ins	surance	\$339,310	
Would change dealer?	No	client base, administration and team members.			Branch	n Bonus	\$80,085
Licenses	MFDA & Ins.	Well established in a niche market, the potential is enormous to expand across Canada. With a business development process built on state-of- the-art technology supported by skilled employees, this financial services firm is unique in Canada. The reason for the sale is to implement an exit plan.		Adviso	r Equity	\$52,563	
Financial Planning	Yes,large revenue			Tax & Esta	te Planning	\$670,840	
Active Provinces	AB, MB & SK			∆nnual Pl	anning Fee	\$110,000	
Target clients	49				otal	\$2,665,605	
Pipeline clients	52			·			

Fund Type	%	\$
Stock, Bonds or MFs	76.50%	\$110,312,107
SunLife Guaraneed Accounts	13.20%	\$19,051,310
Money Market	8.40%	\$12,075,563
Alternative Pools	1.90%	\$2,741,863
Total	100.00%	\$144,180,843

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Account Types	%	\$
Non-registered	71.38%	\$102,921,815
RRSP	10.25%	\$14,779,177
TFSA	8.24%	\$11,882,806
RRIF	4.03%	\$5,817,658
LIRA	2.73%	\$3,929,384
SRSP	2.39%	\$3,442,711
RESP-Family	0.66%	\$949,581
SRRIF	0.21%	\$301,383
LIF	0.09%	\$123,859
LRIF	0.02%	\$32,468
	TOTAL	\$144,180,842









## Significant consideration for interested parties

The proposed multiple is high, but the sale price can be spread over the years of joint work, where part of the buyout is based on the results achieved in the following years from closing.

The Seller doesn't want to retire. There's no definte time line but 2-3 years seems reasonable.

One of the financial advisor should be secured by an minority equity in the company.