MERGERS ACQUISITIONS TRANSITION VALUATIONS

# Opportunity Profile: US001

## Dialogue Box

Family owned and operated financial services firm since 2001 specializing in a unique market with high potential. **Very well managed financial services firm with an impeccable reputation.**

Asset under management (AUM) are held in Canada and United State, depending on the residency of the client. Buyer will have to be license under the Securities and Exchange Commission (SEC) to become an Investment Advisor Representative (IAR) in all the United States of America.

| Recurring Revenues* | Multiple | Selling Price* | *: USA $$ |
|---|---|---|---|
| $1,868,179.00 | 4.00 | $7,472,716 | |

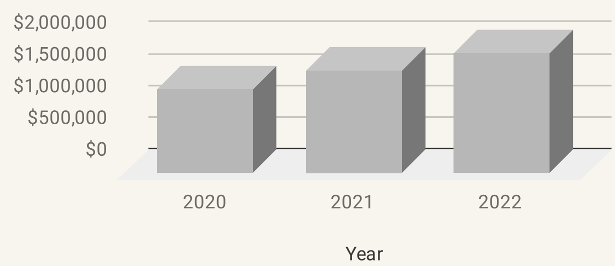
## TOP 20 CLIENTS

| % of Revenues / HH | Age / HH | AUM in $ / HH | Client Since |
|---|---|---|---|
| 4,12% | 79/77 | $15,885,774 | 1-Apr-08 |
| 2,63% | 94 | $7,002,114 | 1-Jan-04 |
| 2,20% | 68/62 | $6,709,898 | 24-Jul-17 |
| 2,10% | 64/61 | $5,330,912 | 6-Jun-12 |
| 1,93% | 76/71 | $5,069,870 | 26-Aug-11 |
| 1,92% | 55/59 | $4,365,577 | 16-May-20 |
| 1,90% | 83/82 | $4,356,577 | 1-Nov-01 |
| 1,79% | 64/52 | $4,336,502 | 1-Oct-16 |
| 1,79% | 79/75 | $4,120,040 | 14-Jul-11 |
| 1,75% | 54 | $3,983,633 | 29-Nov-18 |
| 1,72% | 53 | $3,971,721 | 20-Mar-12 |
| 1,56% | 60/60 | $3,781,334 | 21-May-09 |
| 1,50% | 58 | $3,653,485 | 2-Dec-19 |
| 1,49% | 57 | $3,323,085 | 4-Aug-09 |
| 1,53% | 46/44 | $3,254,471 | 7-Nov-17 |
| 1,43% | 50/50 | $3,179,037 | 15-Mar-17 |
| 1,40% | 58/48 | $3,174,846 | 7-Feb-12 |
| 1,39% | 75/74 | $3,146,143 | 23-May-05 |
| 1,30% | 78/68 | $2,907,946 | 12-Jun-08 |
| 1,30% | 64/57 | $2,871,356 | 28-Sep-11 |
| **nbr of clients** | **198** | **$94,424,321** | **43.35%** |

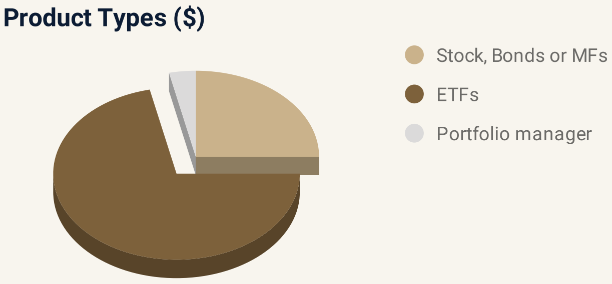
## General Information

| | |
|---|---|
| Type of Transaction | Share |
| Assets Under Management | $217,393,397.00 |
| Dealer | PM |
| Would you change dealer? | Yes |
| Practice Status | Inc. |
| Spoken language required | English |
| Licenses | PM & SEC/IAR |
| Financial Planning | Yes |
| Number of Households | 119 |
| Average AUM / HH | $1,826,835.00 |
| Active Provinces | AB, BC, NS, ON, SK & ALL U.S.A STATES |

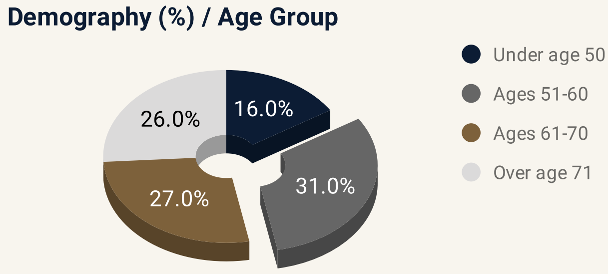
## Recurring revenues (US $)



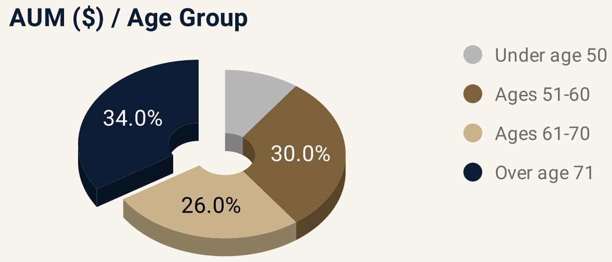

## Product Types ($)



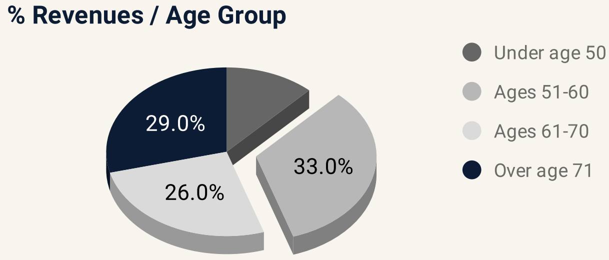

## Demography (%) / Age Group



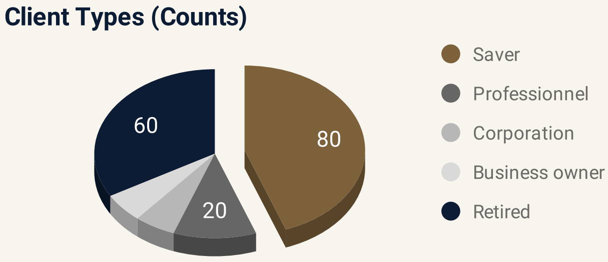

## AUM ($) / Age Group



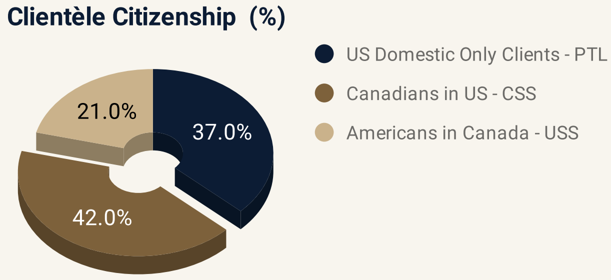

## % Revenues / Age Group




## Client Types (Counts)




## Clientèle Citizenship (%)




## Significant consideration for interested parties

| |
|---|
| Advanced financial planning skills and high levels of wealth management expertise. |
| Experience in cross borders wealth management is a must. |
| Must be confortable in working with Sellers for minimum of 5 years. |