Queenston.

Opportunity Profile - 3441

Lead Consultant	Martin Luc Derome
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GTA	ON
Access fee	$1,000
LOI fee	$4,000

English:
To access the documents exclusively prepared by Queenston, a fee is required after the signing of the confidentiality agreement and our fees. This fee is non-refundable. Subsequently, a fee is required to submit a letter of intent. This latter amount is credited against our fees if you are the selected buyer. In the event that you are not selected, the fee remains credited for 12 months against any future transaction finalized with Queenston. These documents include:

Comprehensive financial analysis
Confidential information memorandum
Valuation report
To proceed with the purchase process, please email us to request the confidentiality agreement and Queenston's fee agreement for electronic signature.

French:
Pour accéder aux documents, préparés exclusivement par Queenston, un frais est exigible après la signature de l'entente de confidentialité et de nos honoraires. Ce frais est non-remboursable. Par la suite, un frais est requis pour déposer une lettre d'intention. Ce dernier montant est crédité contre nos honoraires, si vous êtes l'acheteur sélectionné. Dans le cas où vous ne seriez pas sélectionné, le frais restera créditable pendant 12 mois contre toute transaction future finalisée avec Queenston. Ces documents comprennent :

- Une analyse financière complète
- Mémorandum d'information confidentielle
- Rapport d'évaluation

Pour poursuivre le processus d'achat, veuillez nous envoyer un courriel pour demander l'accord de confidentialité et la convention d'honoraires de Queenston pour signature électronique.

General Information

What ?	Multi-family Office
How ?	Portfolio Manager & Exempt Market Dealer
# of Principals	4
Principals Total Experience	> 100 years
Team size	8
Individuals licensed	5
Office	1
PM & EMD	Licensed in AB, BC, MB, ON & SK
FSRA & Living Benefits	Licensed in AB, BC & ON
Strategic Capital	Private Equity and Private Debts
Total AUM	$192,929,913

Net Annual Recurring Revenue	$2,388,432	Asking	$10,800,000

A prestigious private wealth management firm in Canada is on offer, specializing in bespoke financial services for high-net-worth individuals, including business owners and professionals. Renowned for its innovative investment solutions and robust wealth preservation strategies, this firm not only promises exceptional financial planning and investment counsel but also ventures into private equity and health benefits.

Furthermore, it stands out with its commitment to philanthropy through its foundation, supporting vibrant community initiatives. This opportunity represents a thriving, client-focused enterprise with a legacy of trust and success in wealth management.

Team management and one of the managing partner will stay after the acquisition, if buyer is interested.

NET ANNUAL RECURRING REVENUE	
2024	$2,388,432
2023	$2,166,416
2022	$2,073,787

TEAM	
Managing P. / 64	Managing P. / 64
Managing P. / 56	Managing P. / 49
CCO / 49	OCS / 66
BS / 52	CFP / 48

Assets Under Management History (AUM $)

	On & Off Book	AUM $ Change Net	AUM % Change Net
Dec 31, 2019	$47,255,512		
Dec 31, 2020	$60,546,301	$13,270,789	28.08%
Dec 31, 2021	$107,164,645	$46,618,344	77.00%
Dec 31, 2022	$174,808,096	$32,257,269	30.10%
Dec 31, 2023	$182,638,354	$22,044,612	12.61%
Apr 30, 2024	$192,929,913	$10,291,559	5.63%

Don't miss your chance; because opportunities of this quality don't come around every day!

These data are based on households, not the number of clients.

TOP 10 HOUSEHOLDS	
AUM	$93,906,394
% on Total AUM	48.67%
Average / HH	$9,390,639
57	1
59	2
60	1
61	1
62	2
64	2
67	1
Clients' average age	61 . 5

TOP 25 HOUSEHOLDS	
AUM	$120,551,824
% on Total AUM	62.48%
Average / HH	$4,822,073
43	1
>52<55	5
>56<59	5
>60<64	10
>60<69	2
71	1
78	1
Clients' average age	60.2

TOP 50 HOUSEHOLDS	
AUM	$147,409,039
% on Total AUM	76.41%
Average / HH	$2,948,181
<40	2
>40<49	7
>50<59	18
>60<64	15
>65<68	3
>70<73	2
>76<83	3
Clients' average age	59.3

REMAINING HOUSEHOLDS (159)	
% on Total AUM	23.59%
Average / HH	$286,295
<40	4
>40<49	14
>50<59	14
>60<64	8
>65<68	2
>70<73	3
>76<83	5
Clients' average age	56.3

Tiered Assets Under Management	Amounts Up To	Management Fee as a % of Household Assets
The First $500,000	$500,000.00	1.95%
On the next $500,000	$1,000,000.00	1.25%
On the next $2,000,000	$3,000,000.00	1.10%
On the next $2,000,000	$5,000,000.00	0.80%
On the next $5,000,000	$10,000,000.00	0.60%
On the next $15,000,000	$25,000,000.00	0.40%
On the next $25,000,000	$50,000,000.00	0.35%
Amounts over $50,000,000	> $50,000,001	0.30%

Custody Fees

Amount	Basis Points
$0 to $1,000,000	15 bps
$1,000,000 to $5,000,000	10 bps
> $5,000,000	5 bps

CUSTODIAN
NBIN

Alberta	7 accounts	$3,245,078
Bristish-Columbia	2 accounts	$11,660,583
Ontario	200 accounts	$178,024,252