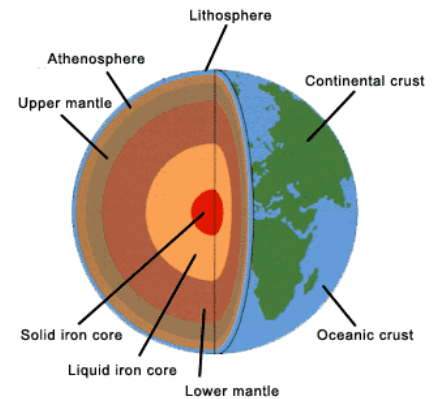


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 GEOPHYSICAL SCIENTIFIC ENGINEERING & MANUFACTURING COMPANY

Profitable Scientific/engineering company with a globally-recognized brand in niche market with strong barriers to entry, requires transition to aid in an orderly retirement of key shareholders

- This Canadian-based company has been designing and manufacturing CSEM (Controlled Source Electro-Magnetic) and MT (magnetotelluric) equipment since 1975 - longer than any other company in the industry.
- The company's revenues are approximately 80% of a niche market which the company dominates
- Team includes Geophysicists, Engineers and Technicians.
- Global business and a recognized global brand— servicing 80+ countries, 15 languages spoken by employees
- The entire product line has been revitalized since 2012 with new proprietary items
- Products look as deep as 100 km into the planet for exploration (oil & gas, geothermal, mining) and research.
- Research includes monitoring of:
  - Lava pressure build-ups at volcanoes in Hawaii
  - Earthquake precursors (Japan, USA)



## THE OPPORTUNITY

Our clients would like to see the transition with features next shown.

- Control should lie with the new partner who will provide strong leadership through an active board of directors
- The transition program should:
  - assist senior members to retire over the next two to five years
    - Possibly using retention contracts and/or
    - Liquidity events
      - At sale
      - At retirement
  - Possibly allow some of the founding partners to retain some equity if they wish
  - Provide equity participation to the younger, competent and well-trained mid-management team now in place
  - Oversee continued financing for ongoing research projects.

The ideal purchaser would be active and provide business development support and general team building skills.

## FINANCIAL INFORMATION

Years Ended March 31	2015	2016	2017	2018 Forecast
Revenue	\$ 10.8M	\$ 17.5M	\$ 9.7M	\$ 11.0 – 12.0M
Recast Operating EBIT	\$ 1.1M	\$ 5.2M	\$ 1.6M	\$ 2.0 – 2.4M

*The Company has no debt except current accounts payable and usually retains a healthy cash balance. Our clients have reasonable expectations and would consider a portion of the purchase price to be tied to the results of new products and services. We anticipate this opportunity will require a minimum cash investment north of \$12M.*

## CONTACT DETAILS

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