



# FACTUM

File No. 180717  
Manufacturer & Supplier of Vehicle Wash Systems  
Ontario, Canada

## COMPANY OVERVIEW

- Established in 1991
- Products and services include:
  - Large vehicle washing systems
  - Advisory for waste water treatment
  - Wash bay design – custom solutions
  - Parts and service customer care
  - Brush replacement packages
  - Preventative maintenance programs
- Customers include:
  - Public transit systems
  - School boards
  - Motor coach companies
  - Fleet vehicles such as limos, police and ambulances
- Manufacturing agreement with a local fabricator/assembler to produce wash systems



## OPPORTUNITY

Excellent opportunity for an individual with sales & marketing experience to take the Company to the next level.

A “Pay By The Minute” program is currently being prototyped by an armed truck transport company in Toronto and has the potential to expand to many locations across North America.

The Company services an extensive number of school boards in the US, considering there are more than 16,000 school boards the opportunity for growth is exponential.

## FINANCIAL INFORMATION

YE July 31	2016	2017	2018 <sup>(1)</sup>	2019 (Projection)	2020 (Projection)
Revenue	\$ 1,356,331	\$ 1,627,402	\$ 1,224,091	\$ 1,885,000	\$ 1,978,000
EBITDA (Recast)	\$ 181,817	\$ 380,730	\$ 243,711	\$ 659,400	\$ 615,200

<sup>(1)</sup> Due to extenuating circumstances, the President/Owner was only able to play an active role in the business for nine (9) months. It is estimated that revenue for FY2018, would have been \$300,000 to \$350,000 higher had the President/Owner been able to play an active role in the business for the entire fiscal year.

## REASON FOR SALE

Owner wishes to retire and will be available for transition of business to new ownership.

## CONTACT DETAILS

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