



**Available for Acquisition: #240901**  
Electrical and Electrical Utility Services Contractor

## Company Overview

ACT Capital Advisors is pleased to offer an Electrical and Electrical Utility Services Contractor based in Western Canada. The Company employs a team of skilled professionals who bring years of expertise to every job and aim to exceed all expectations. The Company specializes in electrical wiring for various projects and underground utility services. The Company boasts a diversified and recurring client base in a fast-growing region.

## Investment Highlights

- **Diverse Service Offerings.** The Company offers a wide range of services and caters to a broad client base in a niche market, ensuring multiple revenue streams and resilience against market fluctuations.
- **Market Leadership.** The Company operates in a niche, high-demand market with limited competition for its specialty services.
- **Value Engineering and Cost Management.** The Company employs value-engineering and utilizes costing software to manage projects efficiently, increasing cost efficiency and project profitability, and delivering high client satisfaction.

## Growth Opportunities

- **Active Business Development.** Current growth is driven by organic demand. Proactive business development efforts would serve to increase market share and dominance.
- **Expand Geographic Reach.** Leveraging the Company's reputation and diverse service offerings provide an opportunity to grow beyond its home market.
- **Essential Infrastructure Services:** Demand for critical infrastructure services is expected to remain strong. The foundational nature of these projects presents a prime growth opportunity in the near to medium-term.

**Available for Acquisition: #240901**  
Electrical Construction and Service Contractor

**Summary Financial Information**

(in \$CAD)	2022	2023	2024 <sup>4</sup>	2025E	2026P
<b>Revenue</b>	<b>\$11.83MM</b>	<b>\$16.47MM</b>	<b>\$12.85MM</b>	<b>\$14.79MM</b>	<b>\$16.93MM</b>
<b>Gross Profit (Margin)</b>	<b>\$2.31MM 19.53%</b>	<b>\$3.04MM 18.44%</b>	<b>\$2.48MM 19.28%</b>	<b>\$3.12MM 21.12%</b>	<b>\$3.32MM 19.59%</b>
<b>Adj. EBITDA (Margin)</b>	<b>\$0.69MM 5.91%</b>	<b>\$1.25MM 7.60%</b>	<b>\$0.67MM 5.18%</b>	<b>\$1.15MM 7.75%</b>	<b>\$1.08MM 6.39%</b>

**Contact Information**

For more information, please contact:

ACT Capital Advisors, LLC  
7525 SE 24th Street, Suite 630  
Mercer Island, WA 98040

Interested parties should execute the attached Non-Disclosure Agreement (NDA) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (CIM).

**NDAs and CIM requests should be submitted to Zack Hsieh, ACT Associate.**



**Matt Latimer**  
Managing Director & General Counsel  
mlatimer@actcapitaladvisors.com  
(206) 914-5484



**Zack Hsieh**  
Associate  
zhsieh@actcapitaladvisors.com  
(425) 623-7005