

Brandywine
MERGERS & ACQUISITIONS

**Provider of Environmental Related Services
Acquisition Opportunity**

Client #10383

This company is a full service professional environmental, health, and safety management company.

They serve a diverse client base and offer a wide range of services including environmental consulting, waste management, environmental geology, and health and safety.

The owners have placed an emphasis on hiring, developing, and retaining staff and their employees bring extensive experience in their respective fields. In recent years several employees have stepped into and excelled in management roles enabling the owners to transition more of the day-to-day requirements of the business on to those employees.

A longstanding presence in the marketplace and a commitment to delivering the highest quality services to their customers has led to more than 90% of their work coming from existing and returning clients.

Summary historical financials can be found below:

<i>(\$ Thousands)</i>	2018	2019	2020	2021E
Revenue	\$1,922.5	\$2,098.2	\$2,069.8	\$2,544.5
Cost of Goods Sold	1,018.7	1,118.8	1,122.9	1,409.5
Gross Profit	903.7	979.5	946.8	1,135.0
Operating Expenses	445.5	514.4	509.9	555.2
Adjusted EBITDA	\$458.3	\$465.1	\$436.9	\$579.8

The owners have begun planning for their eventual exit and believe the Company is well positioned to transfer to a new, energetic owner. As such they have begun the process of finding an acquirer who can capitalize on their historical success while pursuing tangible growth opportunities that exist in the market.

To learn more about this opportunity, please contact us at 484-534-8600 or info@bma1.com.