

Brandywine

MERGERS & ACQUISITIONS

Environmental, Health, and Safety Acquisition Opportunity

Client #10383

This company is a full service environmental, health, and safety management company. A strong and growing regional player offering a wide range of environmentally related services. Services including government compliance consulting and support, waste management and transportation, safety training, drone analysis, and environmental consulting.

The owners have focused on building a culture: hiring, developing, and retaining good people. A team that brings extensive experience in their respective fields. In recent years, certain employees have stepped into management roles which has enabled the owners to transition the "day-to-day" to them and to focus on strategy and growth.

This company is well established in their key markets with 90% of their work coming from existing and returning clients. The base business is strong, but the growth opportunities available today are equally as strong. The new owners are at a stage in their career (looking towards retirement) where they believe a new owner may be better suited to fully capitalize on the opportunities they are looking at. That said, they are willing to remain with the business for an extended transition period and to advise the new owners over the longer term.

Summary financials for the past two fiscal years and the July 2023 trailing twelve months can be found below:

<i>(\$ Thousands)</i>	FY21	FY22	TTM July 23
Revenue	\$2,704.6	\$3,617.7	\$4,030.1
Cost of Goods Sold	<u>1,420.3</u>	<u>1,961.4</u>	<u>2,266.1</u>
Gross Profit	1,284.2	1,656.3	1,764.0
Operating Expenses	<u>609.8</u>	<u>719.2</u>	<u>733.6</u>
Adjusted EBITDA	\$674.4	\$937.1	1,030.4

To learn more about this opportunity, please contact us at 484-534-8600 x100 or info@bma1.com.