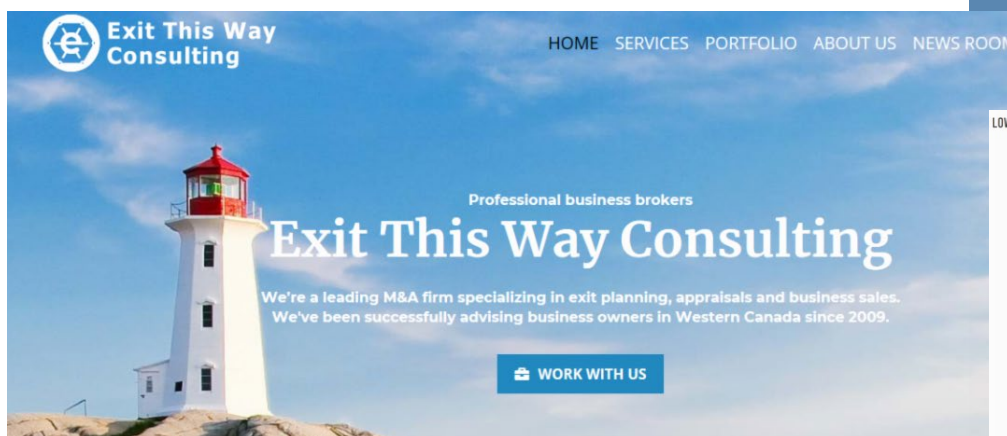
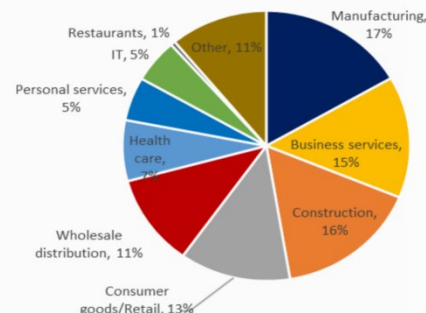


leading industries are
**Manufacturing &
Construction**



LOWER MIDDLE MARKET BUSINESS SALES BY INDUSTRY 2020



Done Deals | Industries Selling | Multiples

YEAR IN REVIEW

We are pleased to report an active and successful 2020, continuing strongly into 2021.

2 new Done Deals **SOLD** in 1Q2021:



Based in greater Vancouver, BC, Advance is a leading commercial HVAC sheet metal manufacturer and installer in their local marketplace for over 40 years.

EXCEL METAL FAB

Based in the Okanagan of BC, Excel is a custom metal products fabricator specializing in stainless and aluminum products for the North American ski industry and worldwide pleasure craft boating industry.

The M&A lower middle market marketplace in western Canada continues to be robust in these industries that are relatively pandemic proof. We continue to actively look for new opportunities in these sectors.

Call Direct: [250.870.6813](tel:250.870.6813)
or
Email: neil@exitthisway.ca

[Neil Thomson](#), [M&AM](#)
Managing Partner

Multiples Paid

Businesses in the lower middle market continue to draw values at or even above the internal benchmark.

Businesses that were relatively pandemic proof got good structures and multiples.

	2020 Q4	2020 Q3	2020 Q2	2020 Q1
M&A Transactions (EBITDA)				
\$2MM - \$5MM	4.3	4.0	4.0	3.3
\$5MM - \$50MM	5.0	4.9	5.5	4.3

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STAY CONNECTED

