

L.B.C. Consulting Services

6693 Thimens Boulevard
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Business for Sale

Our client sells electronic business directories and customized prospect listings to businesses of all sizes.

The company's customers can access the business directories and custom-ordered lists via a web data portal or through easy-to-use CD-ROM products. The contact information provided is clean, cost-efficient, and current; and includes such data as company name and coordinates, size, revenue and contact name(s). This information is compiled from multiple sources in the public domain including, e.g.: Yellow Pages & Business White Pages, Business Magazines & Newspapers, Annual Reports, 10Ks and other SEC filings, and Postal service information. The database resulting from this ongoing compilation and updating effort translates into over 15 million business listings that can be sorted and parsed in various ways according to the needs of customers that require business leads.

The company was established in the 1990's, operates from a 6,500 ft² facility in Montreal, has a customer base of 15,000 companies, and employs approximately 45 people. The majority of the staff is engaged in actively selling the company's directories and custom lists to marketers across North America. Although the current owners have other business interests which compel them to sell this business, they are very willing to stay on as long as is necessary to ensure a smooth transition of ownership.

The asking price for the shares is a very reasonable \$2 million, based on current sales of \$2 million per annum and normalized EBITDA of \$700,000.

Upsides include the potential to increase the customer base by providing better coverage of the western time zones and by initiating sales activities with companies outside of N. America.

Please contact Michael Granshaw for further information.

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