



Broker Info



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Background

General Location: Los Angeles, CA
Category: Consumer Services (B2C)
Manufacturing
Years in Business: 5
Under Present Owner: all
Hours of Operation: Mon-Fri 9am-5pm Pacific
Owner Hours: Mon-Fri 9am-5pm Pacific
Training: 12 weeks @ 20 hours
Organization Type: C-Corp
Lease Expiration: n/a
Lease Options: n/a
Building Size: n/a
Employees: 1
Reason for Sale: Retirement

Financials

Asking Price: \$11,275,000
Down Payment: Negotiable
Gross Sales: \$4,638,108
Discretionary Cash Flow: \$2,468,873
FF&E:
Inventory Included? No
Inventory: \$439,308
Min. Operating Capital:
Real Estate Available? No
Rent: \$0
Financing: SBA

Year	2024	2023	2022
Gross Sales	\$ 4,638,108	\$ 1,236,530	\$ 250,184
Gross Profit	\$ 3,664,105	\$ 976,859	\$ 197,645
Disc. Earnings	\$ 2,468,873	\$ 786,225	\$ 176,120

Summary

Under contract (accepting backup offers) Opportunity to acquire a rapidly growing B2C (some B2B too) water purification business. The business was launched 5 years ago and the founder is willing to stay on for up to 1 year post close, then operate a non-profit. The business has customers throughout the US and the suppliers are in China. A new owner could run operations from anywhere. Current fulfillment 3PL locations are Houston and the Pacific Northwest. 2025 projections are 7.6M revenue, 6M gross, and 3.4M EBITDA. The product removes viruses, pathogens, bacteria, metals, chlorine, fluoride, microplastics, chemicals and other contaminants from drinking water. Customers are referring others and the repeat when they come back to buy new filters. The seller's new non-profit business would actually become a good sized customer of this business. As of Q1 '25, inventory was \$439,308 and owner would like to be reimbursed at cost.

Overview of opportunity:

- 2024: 4.6M revenue and 2.46M earnings
- 2025 projection as of early Feb: 7.6M revenue and 3.4M EBITDA
- 3 months of training included with the sale
- Owner willing to stay on for 1 year post training at a reasonable salary
- Owner/Founder is the only employee at this business.
- 90% of orders are placed directly on the seller's website, which is Shopify based
- 10% of orders customers email in questions then buy or call
- Good suppliers and fulfillment relationships
- Water purification product that outperforms the competition
- 3 gallon container capacity

Non-Disclosure Agreement (NDA) required before any introductions or additional details are shared.