Project Convoi

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Confidential teaser · Exclusive sale opportunity · Oversize and heavy-haul road transportation · Brampton, Ontario · Ontario market · May 2026

Asking price: $3.0M ($3,000,000) for 100% of the business, with a vendor take-back, a performance-based earn-out and a 5% residual stake retained

$4.03M

Revenue FY2026 · year ended June 30, 2026

$869K

Normalized earnings FY2026 · $868,986

9

Owned units · tractors, lowboy trailers and tow trucks

$685K

Fair market value of the fleet · ASA certified appraisal



OPPORTUNITY OVERVIEW

An oversize-load specialist backed by a certified, fully paid fleet

Company profile

More than 20 years of operation. Carrier specialized in moving oversize and very heavy loads in the Ontario market, operating exclusively with its own fleet and salaried drivers. Based in Brampton, Ontario. Fiscal year ends June 30.

- **Fleet of 9 owned units** · 4 Trail King lowboys and sliding-axle trailers, 5 Kenworth and Mack tractors and tow trucks
- **Certified fair market value of $685,000** · ASA appraisal of March 22, 2025, 9 of 9 units physically inspected, condition “good to very good”
- **Team of 5** · 3 CVOR-certified drivers, 1 general manager, 1 administrative assistant
- **Compliance in good standing** · CVOR certificate, oversize-load permits and operating licences up to date
- **Normalized earnings of $868,986 in FY2026** · up from $730,381 in FY2025, despite lower revenue

Why invest — 4 value levers

A niche protected by regulation

Oversize transportation requires specific travel permits, escort vehicles, certified drivers and specialized trailers. These requirements keep general carriers out and limit new entrants.

An asset floor certified by a third party

$685,000 of fair market value established by an ASA accredited appraiser, including $505,000 of orderly liquidation value. The tangible assets protect the invested capital in every scenario.

Improving profitability

Normalized earnings rose from $730,381 (FY2025) to $868,986 (FY2026), up 19% while revenue declined. The normalized margin went from 12.1% to 21.5% — the result of stricter job selection.

Growth capacity available

FY2026 revenue is two-thirds of FY2025: the fleet and team can absorb more volume without additional investment. No master agreements are signed to date — formalizing them is an immediate lever.

FINANCIAL OVERVIEW

Rising profitability — documented normalized earnings

Revenue and normalized earnings (FY2025–FY2026)



Two-year average

$799,684 of normalized earnings — an alternative base used by buyers who prefer to smooth the effect of the FY2026 volume decline.

Quality of financial information

Compiled, unaudited financial statements. A quality of earnings review is recommended before closing and will be facilitated by the seller.

Key financial points

Net income → normalized earnings FY2026

Reported net income FY2026	**$644,307**
+ Owner's salary	**$90,000**
+ Building rent	**$47,015**
+ Bank charges and interest	**$24,808**
+ Building restoration	**$22,036**
+ Office rent	**$16,767**
+ Charitable donations	**$16,100**
+ Other non-recurring items	**$7,954**
= Normalized earnings FY2026	**$868,986**

Normalized earnings FY2026: $868,986

Market compensation for the manager

The owner's $90,000 salary is added back to earnings. The seller acts as general manager — business development, dispatch, banking and client relations. The buyer will need to pay this role at market, i.e. $120,000 to $150,000, and factor it into its model.

Why earnings grew despite lower volume

FY2026 reflects stricter job selection and the removal of non-recurring building-related expenses, which were $170,558 in FY2025 and brought down to $69,051 in FY2026.

TRANSACTION OVERVIEW

A structured sale, with a seller committed to the transition and aligned on performance

Indicative valuation

$3.0M ($3,000,000) asking price for 100% of the business — i.e. 3.5× FY2026 normalized earnings of $868,986, or 3.8× the $799,684 average of the last two fiscal years. The $685,000 ASA certified appraisal provides a tangible asset floor.

Transaction structure

- **Vendor take-back** — part of the price is financed directly to the buyer, at a rate of 6% to 8% per year
- **Performance-based earn-out** — an additional $150,000 to $200,000 if revenue exceeds $4.8M within 12 months of closing
- **5% residual stake** retained by the seller, bought back at fair market value in 3 years or on resale of the business
- **Seller stays on for 12 months** as general manager, at a market salary of $120,000 to $150,000
- **Legal structure to be confirmed** — share or asset sale, subject to the parties' tax review

What you acquire

- A fleet of 9 owned units — ASA certified fair market value of $685,000, appraisal report available in the data room
- A team of 5 in place, including 3 CVOR-certified drivers
- A CVOR certificate, oversize-load permits and operating licences in good standing
- Twenty years of client relationships in the Ontario oversize transportation market

Ideal buyer

Existing Ontario carrier looking to add oversize capacity and a certified team — the highest synergy and price. Also relevant for a financial buyer seeking cash flows backed by tangible assets, or for an experienced individual buyer, as the 12-month transition eases financing.

Points to consider

The business model relies on long-standing client relationships rather than signed master agreements. The seller handles sales and dispatch. Three units date from 1997 to 2006, all rebuilt and rated "very good" by the accredited appraiser. Each of these points is common for a business of this size and manageable in a structured process.

TRANSACTION PROCESS

Mandatory indication of interest (IOI)

After reviewing the file and accessing the data room, an indication of interest is required, solely for serious qualification purposes; it is neither official nor binding when signed, and will be formalized if accepted.

Even if the offer is completely different from the asking terms, it will be considered and, if deemed serious, reviewed in negotiation.



TRANSACTION PROCESS

Six steps to closing — 2 to 4 month horizon

1. **Confidentiality agreement (NDA)**
   Required before any disclosure of information about Project Convoi.

2. **Confidential information memorandum (CIM)**
   Sent only to qualified buyers who have signed the NDA.

3. **Access to the virtual data room**
   Financial, operational and legal documents made available for due diligence, including the ASA fleet appraisal report.

4. **Non-binding offer & introductory meeting with the seller**
   First meeting structured and facilitated by MVR Group.

5. **Letter of intent (LOI)**
   Submission of a non-binding indicative offer setting out the main terms of the sale.

Weeks 1–2: NDA · CIM · Qualification · Meeting | **Week 3:** Data room · Offer
Weeks 4–6: Negotiations · Signing | **Months 2–4:** Due diligence · Legal closing



CONTACT AND NEXT STEPS

Take the next step — contact the mandated advisor

This exclusive sale opportunity is presented to a limited number of qualified buyers. To receive the confidential information memorandum (CIM) and formally start the process, sign the NDA and contact the mandated advisor.

Mandated advisor

Maverick Carette-Picard

Title / Firm

Senior Director · MVR Group

Phone

438-544-4072 (direct line)

Email

m.picard@mvrgroup.ca

The seller's contact details remain strictly confidential at this stage of the process. All communications must go exclusively through the mandated advisor.