

Beauty and Pharmaceutical Testing Lab





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Highly reputed testing lab with over a decade in operation. Specializes in pharmaceutical and beauty product development and testing, serving clients in the Northeast. Their comprehensive services include product development, formulation, stability testing, and long-term storage. With state-of-the-art equipment and a highly skilled team, this company excels in solving complex analytical problems, ensuring high-quality service and strong client relationships.

Investment Highlights

- 2023: \$1.5mn; \$315k EBITDA, 21% margin
- Strong revenue growth, achieving a YoY growth of 20%
- Maintains a balanced revenue model, 40% of income from analytical services, 40% from development services, and 20% from storage services
- Long-term contracts with core clients/ strategic partners drive 80% of revenue
- Stellar experienced team willing to stay
- Opportunities for growth include utilization of lab and equipment to full capacity (current utilization <50%), expansion into international markets, strategic partnerships, and investment in marketing strategy

TARGET PRICE

\$1,800,000

GROSS REVENUE

1700000

BUSINESS TYPE

Pharma

REAL ESTATE

5000sf facility, including approx. 3000sf laboratory and 2000sf office space. Compliant with FDA Qualified Vendor, GMP Testing Lab - transferable lease

COMPETITION

7 including Office Manager

REASON FOR SELLING

Focus on new entrepreneurial ventures and will stay on as an FTE in his current role as needed

COUNTRY

United States

BUSINESS ID

L#20240686

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