

Profitable, veteran-focused virtual medical cannabis clinic in Canada



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Canadian online wellness and telehealth platform delivering integrative medicine and cannabis-enabled care, with \$3.6M annual revenue and \$1.5M EBITDA — supported by national clinician coverage, VAC billing expertise, and a lean, 100% virtual model

This profitable, turnkey virtual clinic generates \$3.6M+ in annual revenue. Serving 1,500+ medical cannabis patients, primarily veterans, across Canada, it offers integrated telehealth services for chronic conditions and therapeutic care, including mental health, pain management, and prescription creams. Veteran-led, debt-free, and VAC-aligned, it has an established patient base, a growing infrastructure, and service coverage across Canada. This opportunity is ideal for strategic buyers in cannabis or healthcare.

- Robust virtual platform facilitates medical assessments, mental health counseling, naturopathic and dietary care, chronic pain management, prescription-based therapies (including medical cannabis), and expedited specialist referrals and diagnostics through a robust delivery network.
- Supported by a national partnership with a specialist network to deliver comprehensive medical cannabis and telehealth services, enabling integrated patient care across the continuum.
- Serving ~ 1,500 active medical cannabis patients with nearly 2,800 prescriptions / referrals across all modalities, highlighting recurring revenue, high patient retention, and diversified therapeutic use across both cannabis and prescription creams (e.g., ketamine).
- Leverages a strong online presence—website, social media, virtual patient community, online education and virtual platforms—to drive patient awareness, engagement, and appointment conversion. Programmatic ad campaign yielding a 0.3 CTR, well above the industry standard, 0.2.
- Veteran-founded, led, and operated business with over 300 years of combined Canadian military service. Since 2017, the committed team has built strong veteran client retention and a loyal, mission-driven culture. Executive team and staff are committed to staying with the business under new ownership
- Self-funded and debt-free with a strong, cash-based operating model.
- Consistently generates \$3.6 million+ in annual revenues with EBITDA margins consistently above 42%.
- In addition to medical cannabis, the revenue profile incorporates pharmaceutical compound creams, including high demand formulations

GROSS REVENUE

\$3,600,000

EBITDA

\$1,500,000

BUSINESS TYPE

Health Care Businesses

COUNTRY

Canada

BUSINESS ID

L#20261004

containing ketamine.

- Special focus on military, veteran, and first responder communities, with services aligned to Veterans Affairs Canada (VAC) and Medavie Blue Cross billing protocols.
- Contracts and employs licensed clinicians across multiple provinces, enabling compliance with provincial healthcare regulations and broad reach, including underserved and rural populations.
- Maintains strong internal compliance through a dedicated Regulatory Compliance Committee.
- Offers immediate cash flow, national reach, and expansion potential across new services and markets.
- Positioned as a turnkey, scalable business—ideal for integration with an existing LP, healthcare group, or strategic investor looking to expand their medical cannabis portfolio.

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