

## REFERENCE # GSM1205

### Opportunity: ACQUISITION

### Independent Insurance Claims Company

#### Business:

An established leader in the Independent Insurance Claims sector, this opportunity services clients in the following sectors: Insurance Companies, Municipalities, Risk Pools, and Trucking Companies.

Located on the East Coast, this opportunity has no client concentration, and their largest client only makes up around 15% of the total sales. Provides claims service to insurance carriers. Assist in the adjustment of claims which can include investigation, evaluation, and settlement of both 1st party and 3rd party claims. Offers solutions in both property and liability Claims services.

#### Opportunities:

The markets served continue to grow; the company could easily produce higher revenues with the right growth strategy.

### Gulfstream Mergers & Acquisitions

**CONTACT: Jim Kniffen**

**(P) 704-892.5151**

**Email: [Info@Gulfstreammergers.com](mailto:Info@Gulfstreammergers.com)**

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#### KEY FEATURES:

- The primary services offered are commercial and residential property claims along with Auto Liability and General Liability investigations.
- Offering diversification – assist in the adjustment of claims which could include investigation, evaluation, and settlement of both 1st party and 3rd party claims.
- Consistently rated higher by their customers for their level of service and attention to detail vs. any of the competitors.
- Sales have been remarkably consistent after 2019. \$5,989,951 in 2020, \$5,602,441 in 2021, and \$5,890,671 in 2022.
- Sales are up 24% with the increased volume, EBITDA is poised to be significantly higher than 2019.



#### Premises:

Two separate office locations. Client will consider both Lease and potential purchase of the facilities.

	2019	2020	2021	2022
Gross Revenue	\$6,518,530	\$5,989,951	\$5,602,441	\$5,890,671
Officer Salary	\$1,301,008	\$1,135,991	\$726,562	\$727,440
Officer Tax	\$31,864	\$29,084	\$23,074	\$21,625
Depreciation	\$16,352	\$8,390	\$3,380	\$3,261
401K	\$10,771	\$8,216	\$6,802	\$5,487
Company Profit	\$154,999	-\$110,384	\$106,938	\$147,290
EBITDA	\$1,514,994	\$1,071,297	\$866,297	\$905,103