

HEHo26 - Sports Merchandise Company For Sale

Business overview

- Opportunity to acquire a highly successful sports merchandise company.
- Based in the South East UK within easy reach of London and the motorway network.
- A highly profitable and cash generating business with a strong balance sheet.
- 10% year on year growth for the last 5 years despite the difficult economic climate with a target to achieve a turnover of £1.3m in 2014.
- Solid client base of corporates, sports clubs and sports associations.
- 80% of turnover is repeat sales to around 740 existing client accounts.
- Niche product range and well known brand in the sport merchandise market.
- Well run company with financial systems and second tier management in place.
- Significant potential to increase sales and profitability far beyond the annual 10% growth achieved to-date.
- 3 directors + 2 management + 5 sales/admin staff + 7 workshop/warehouse staff
- Leasehold premises in South East UK.
- Reason for sale: Retirement.



Financial overview

<i>Year ending 30th Nov</i>	<i>2010</i>	<i>2011</i>	<i>2012</i>	<i>2013</i>	<i>2014 (Forecast)</i>
Sales revenue	£866,588	£990,479	£1,094,087	£1,193,060	£1,300,000
Gross profit	£370,275	£409,694	£444,703	£475,187	£520,000
<i>Percentage</i>	43%	41%	41%	40%	40%
Adjusted EBITDA	£221,991	£251,128	£270,249	£280,938	£310,000
<i>Percentage</i>	26%	25%	25%	24%	24%

- The adjusted EBITDA takes into account the replacement cost for the directors.

Offers invited for a company sale