



HEM337 – Hydro Demolition, Drainage and Civil Works Company for Sale

Business Summary

- Outstanding opportunity to acquire a highly established specialist in hydro demolition, drainage and civil works based in the North of England.
- Comprehensive capabilities for drainage and civil engineering works and expert hydro demolition capabilities covering both hand lance and robotic systems.
- Long standing contracts with Blue Chip companies and Public Sector bodies.
- Consistent financial performance even through the recent adverse trading conditions.
- In the financial year to September 2015, the company achieved revenues of c.£2.8m and an adjusted EBITDA of c.£524k (18%).
- Significant growth potential.
- Regularly winning new contracts.
- Highly accredited company with an excellent safety record.
- Experienced and highly knowledgeable team working under a strong management structure.

Services

- Hydro demolition Concrete Removal
- Concrete Scabbing
- Ultra High-Pressure Surface Preparation
- Industrial Cleaning: Tube Bundles, Process Pipework, Heat Exchangers
- 24 Hour Emergency Drainage Call Out Service
- Drain and Sewer Repairs, Cleaning and Relining
- CCTV Inspection & Reporting
- Dig Up & Rehabilitation of Existing Drainage Systems
- New Drainage System Installations
- Brickwork, Block-paving, Tarmacing & Concreting



Employees

- The company has a strong team of qualified and highly experienced employees and key managers capable of operating a work site independent of any directors.

Premises

- The Company operates from leasehold premises in the North West of England for a total annual cost of £21,700
- A second leasehold property in the North East, is used for plant and equipment storage at a rate of £4,400 per annum.
- There is complete flexibility within the leases to give early notice if required.

Reason for sale

- The Vendors are offering the Company for sale as two of the three Directors wish to retire. The third director is open to being retained by the Company post sale.
- All three are prepared to remain with the Company for a required handover period.

Financial overview

YE: September 30 th	11/12*	12/13	13/14	14/15
Sales revenue	£2,869,582	£2,507,625	£2,501,614	£2,844,018
Gross Profit	£1,112,602	£1,028,540	£1,074,071	£1,252,799
Percentage	39%	41%	43%	44%
EBITDA	£338,948	£327,609	£444,323	£523,958
Percentage	12%	13%	18%	18%

* Note - 2011-12 was an 18-month accounting period.

Offers Invited