



HIH204 – Metal Fabrication, Mechanical & Civil Engineering Contractor for Sale – South Coast UK

Executive Summary

Outstanding opportunity to acquire a full service mechanical and civil engineering contractor with a loyal and diverse customer base, a growing order book, operating in market segments underpinned by resilient growth drivers demonstrating rapidly increasing demand.

The company offers a full service package, with the ability to deliver projects from design and fabrication to civil engineering and installation, and a reputation for quality, initiative and timely service delivery.

With projects carried out across the UK, the company has a highly desirable client base of blue-chip companies spanning commercial building construction, shopfitting, aggregates supply and civil engineering plant companies.

The sale offers an outstanding acquisition opportunity for other engineering or construction companies and/or investors looking for a reliable business already generating strong returns and poised for rapid earnings growth and revenue streams.

Highlights

- Services: Construction, metal fabrication, mechanical assembly & repair, supply of structural steels, design and installation.
- Provides turnkey solutions on a sub-contracted or main-contractor basis.
- Based on South Coast. Operates across the UK.
- Project include:
 - Commercial property construction,
 - Shopfitting for retail and leisure sectors,
 - Civil engineering plant fabrication, construction and maintenance,
 - Power flooring and brush finished flooring.
- High level of repeat business, accounting for over 75% of revenue.
- Loyal and highly skilled team of engineers in an established organisational structure.
- Consistent investment in new equipment and a proactive approach to training.
- Fully equipped industrial facilities, capable of fabricating steel structures on-site.



- Employees: 4 directors and 30 members of staff.
- Freehold premises: 10,556 sq.ft (7,307 sq.ft operations + 3,249 sq.ft. offices).

Financial Overview

- The forecast for the next financial year, to 30th June 2019 is in excess of £4.25m.
- Directors' replacement costs are accounted for within the Adjusted EBITDA

<i>YE 30th June</i>	<i>2015</i>	<i>2016</i>	<i>2017</i>	<i>2018</i>	<i>2019 Forecast</i>
Sales revenue	£946,473	£1,875,060	£3,057,461	£3,699,669	£4,250,000
Gross profit	£328,814	£583,659	£999,627	£1,161,100	£1,300,000
<i>Percentage</i>	35%	31%	33%	31%	31%
Adjusted EBITDA	£63,486	£182,605	£330,465	£442,694	£462,100
<i>Percentage</i>	7%	10%	11%	12%	11%

Offers Invited

