



HFS018 – Manufacturer & Supplier of Custom-Made Blinds For Sale

Business Summary

- An outstanding opportunity to acquire a highly successful manufacturer, supplier and installer of custom made blinds.
- Based in the North of England, the company provides a wide range of standard and specialist fabrics and blind styles.
- The company has one of the largest displays of blinds in one of the most well-equipped showrooms in the UK.
- They have a 12,000sq.ft. purpose-designed factory, incorporating the latest manufacturing equipment, located behind the showroom.
- The company supply a wide variety of retail, wholesale and trade customers.
- The company was founded in 1976 and is still a family business which has provided its owners with a constant, stable income.
- The turnover to year end 31st December 2017 was **£921,150**, with an adjusted EBITDA of **£60,332** (7%).
- Retail sales make up the largest proportion of the company's revenue which at c.25% of total revenue but the company has an average of a further 50 regular trade customers, over 95% of which have been returning customers for 3 years or more.
- Turnover has been consistent in the last 3 years at an average of c.£900k. Average gross margins over the last 3 years is c.60%.

Products and Services

The company provides a free measuring and fitting service and full installation services of their custom made blinds including:-

- Roller Blinds
- Black-out Roller Blinds
- Venetian Blinds
- Vertical Blinds
- Velux Blinds
- Cassette Blinds
- Pleated blinds
- 'Perfect Fit' Blinds
- Awnings



Employees

- There are 18 employees divided between the factory, showroom, installation and administration, in addition to the two directors (the vendors).

Premises

- Showroom and offices with an adjacent 12000sq ft factory.
- Rent £37,980 p.a.
- Rates £14580 p.a.
- Current 5 year lease until December 2019

Reason for sale

- One vendor wishes to retire but the other is keen to remain with the business throughout a handover but also for the medium term if this suits the buyer.

Financial overview

<i>Year ending 31st Dec</i>	<i>2011</i>	<i>2012</i>	<i>2013</i>	<i>2014</i>	<i>2015</i>	<i>2016</i>	<i>2017</i>
Sales revenue	£834,671	£803,287	£894,377	£911,881	£892,692	£922,390	£921,150
Gross Profit	£508,635	£495,907	£528,946	£581,098	£520,245	£555,032	£546,353
<i>Percentage</i>	61%	62%	59.1%	63.7%	58.3%	60.2%	59.3%
Adjusted EBITDA	£89,345	£94,823	£118,381	£155,681	£89,732	£108,815	£60,332
<i>Percentage</i>	11%	12%	13%	17%	10%	12%	7%

Offers Invited