



HGHoo8 – IT Support Company for Sale -London

Executive Summary

Hornblower are pleased to present an exciting opportunity to acquire a well-established IT support business, based in London.

Established for more than 15 years, the company has grown to accommodate a range of clients in the financial, hospitality, property, retail and professional services sectors. As a platform and OS agnostic provider, the company has developed a proven record for delivering innovative solutions supported by solid expertise.

The company offers a full suite of IT support services, containing the infrastructure of a customer service helpdesk. The business benefits from a range of operational and business management internal systems, ensuring efficiency and focused management of customer relationships.

This potential acquisition offers an excellent opportunity for another IT support or managed services business, seeking to acquire a provider with proven expertise in the financial and professional service sectors, and a record for delivering progressive client solutions.

Highlights

- Full service IT & support services.
- Established client base in the financial, property and retail sectors
- Leading-edge expertise and innovation
- Over 40 contracted clients with over 20 on 36-month contracts - remainder on 12 months
- Contracted ARR of c.70% of total revenue
- Helpdesk service - 365 days a year
- Comprehensive range of internal systems
- Agile team of IT engineering specialists

Financial overview

<i>YE 31st March</i>	<i>2016</i>	<i>2017</i>	<i>2018</i>	<i>2019 FCT</i>
Sales revenue	£1,317,357	£1,234,333	£1,401,009	£1,523,672
Gross profit	£794,467	£772,716	£902,010	£970,872
<i>Percentage</i>	<i>60%</i>	<i>63%</i>	<i>64%</i>	<i>64%</i>
Adjusted EBITDA	£231,684	£239,558	£314,180	£349,729
<i>Percentage</i>	<i>18%</i>	<i>19%</i>	<i>22%</i>	<i>23%</i>

Offers invited