



HIH277 – Drinks Vending Equipment Servicing Company for sale

Executive Summary

We are pleased to present an excellent opportunity to acquire a well-established service provider to the drinks industry.

The company offers complete solutions to customers across the hot and cold beverage industry, providing a range of equipment and technical maintenance services, to clients across the UK and Ireland. The service offering comprises warehousing, storage and logistics, as well as equipment retail, servicing and refurbishment.

The business also operates a 24/7/365 technical services department, responding to equipment maintenance and call-out needs, supported by the delivery of logistics solutions via a comprehensive fleet of specially-equipped, branded vehicles.

The business has attained longstanding client relationships with prominent national and international brands across the soft drinks, alcohol and hot beverage sectors.

The company operates from a fully equipped facility, offering ample warehousing capacity along with modern office space. The business also benefits from an experienced and dedicated team of 47 employees, many of whom have served the company for over a decade. The solid organisational structure of the business provides stability to support the company's plans for growth.

Highlights

- Longstanding client relationships with prominent national and international brands
- Complete solutions for a range of clients across beverages industry
- Ample warehousing and storage capacity
- Comprehensive fleet of branded, specially-equipped vehicles
- Employees: 47 members of staff
- Highly skilled team of employees with high retention rate
- Well-established organisational structure and Tier2 management
- Clearly identified and achievable opportunities for growth



Financial Overview

<i>YE 30th Sept</i>	<i>2015</i>	<i>2016</i>	<i>2017</i>	<i>2018</i>	<i>2019 FCT</i>
Sales revenue	£2,656,034	£2,356,830	£2,649,188	£3,007,728	£3,300,000
Gross profit	£1,192,048	£1,146,653	£1,228,095	£1,334,365	£1,445,000
<i>Percentage</i>	<i>45%</i>	<i>49%</i>	<i>46%</i>	<i>44%</i>	<i>44%</i>
Adjusted EBITDA	£201,615	£173,575	£204,708	£186,141	£382,500
<i>Percentage</i>	<i>8%</i>	<i>7%</i>	<i>8%</i>	<i>6%</i>	<i>12%</i>

- EBITDA figures reflect the remuneration and cost of replacing the vendors.

Offers Invited