

HIM249 – HVAC Maintenance and Installation Company for sale – South East UK

Executive Summary

An outstanding opportunity has arisen to acquire a well-respected HVAC maintenance and installations specialist. With over 25 years in business, this provider has built a thriving, loyal customer base of well-known blue-chip companies and commercial property developers. With a commitment to quality, this business benefits from a high customer retention rate.

The company has developed a full suite of HVAC solutions, encompassing design, installation, service, maintenance and compliance requirements. Specialisms include the installation of air conditioning systems and server room cooling solutions. In a market expected to reach a value in excess of £1.2bn in 2019, this opportunity provides a clear route for expansion.

The company also benefits from a well-established management structure, with a dedicated and loyal team of employees, supported by a highly skilled team of specialist contractors. In attaining a reputation for excellence, this company has gained a range of accreditations and is approved by global industry manufacturers.

The sale offers an outstanding opportunity to acquire a business benefitting from a strong organisational structure, a reputation for delivering quality projects and service and identified opportunities for growth.

Highlights

- Large, diverse customer base including blue-chip companies and notable main contractors.
- Diversity across service, maintenance and installation sectors.
- Approved by major industry manufacturers.
- Dynamic and highly skilled service and maintenance division.
- Contractually astute and well organised project management team.
- High level of repeat business.
- Well-established organisational structure.
- Wide range of accreditations from prominent industry bodies.
- Excellent Health & Safety credentials.
- Strong balance sheet with no debt.



Financial Overview

<i>YE 31st December</i>	<i>2015</i>	<i>2016</i>	<i>2017</i>	<i>2018 (FCT)</i>
Sales revenue	£7,328,552	£7,048,380	£7,771,169	£9,260,517
Gross profit	£1,283,036	£1,292,816	£1,223,299	£1,768,495
<i>Percentage</i>	<i>18%</i>	<i>18%</i>	<i>16%</i>	<i>19%</i>
Adjusted EBITDA	£396,509	£449,129	£285,836	£806,474
<i>Percentage</i>	<i>5%</i>	<i>6%</i>	<i>4%</i>	<i>9%</i>

Note: Executive salaries are fully charged to the profit & loss so no EBITDA adjustments are made in this regard

Offers Invited