



HGH210 – Food Packaging & Machinery Solutions Provider for Sale – North West UK

Executive Summary

A unique opportunity has arisen to purchase a well-established, UK-based industrial machinery and packaging solutions provider to the food and dairy industry. This business presents ample scope for growth, with development potential in the areas of product development, sector expansion and regional expansion.

With over 20 years of trading history this company has built a robust client base consisting of food producers, established brands and distributors across the UK and Europe. The company has also gained strong client relationships with food manufacturing and distribution companies in the Middle East.

The company has developed the expertise to design, build and install custom machinery solutions as well as adapting standard machinery to fit customer requirements. Solutions delivered include preformed cup filling machinery, bottle packaging machinery, inline jar and tub filling machines, cutting machines and conveyor systems.

The business benefits from a committed team with longevity of service combined with expertise and an innovative approach providing a key asset to the company.

This opportunity presents an attractive acquisition, of a business with a reputation for excellence and preferred supplier status with a number of blue-chip companies.

Highlights

- 20+ years of trading history
- Robust global client base
- Strong UK client base with significant growth potential
- Preferred Supplier status with Blue Chip companies
- Established presence in the Middle East
- Strong management succession in place
- Skilled, loyal and innovative team
- Ample scope for product development
- Potential for sector and regional expansion



Financial Overview

Y/E 31 st March	2016	2017	2018	2019 (FCT)
Sales revenue	£1,478,989	£1,751,821	£1,523,160	£1,638,240
Gross profit	£530,825	£456,492	£574,386	£664,847
<i>Percentage</i>	36%	26%	38%	41%
Adjusted EBITDA	£279,506	£184,027	£168,838	£287,410
<i>Percentage</i>	19%	11%	11%	18%

Offers invited