

HJM072 – Engineering Services Provider for the UK Power Network for Sale – North of England

Executive Summary

An opportunity has arisen to acquire a reputable UK electricity distribution engineering specialist, providing professional services for Distribution Network Operators (DNO) across the UK power network.

The company serves a key stage of the electrical distribution grid and has built a long-standing high-profile client base across the UK electricity distribution network, providing services to some of the DNO's in the UK.

The company's highly skilled team delivers essential specialised services to meet the demands of the Extra high voltage, high voltage and low voltage distribution industry, serving its clients through a range of operational specialists, project management and design services.

With over 16 years of trading experience, the business has responded to the challenges of the DNO sector, developing a suite of high-end service solutions comprised of focused engineering skillsets and services which are highly valued in the sector.

The company continues to build on its reputation for providing high quality engineering solutions for its clients with business growing mainly through reputation and word of mouth recommendations. This is already a very profitable business but is also well positioned to achieve significant growth through a range of strategies to add significant scale and diversification to the business model.

Highlights

- High-end engineering service solutions
- UK DNO client base
- Profitable and scalable niche business
- Skilled team of Operational Engineers, Project Managers, Design Engineers and Design Technicians
- Clients include DNO Companies providing Distribution engineering services
- Lean infrastructure and completely a portable business base
- Market expansion and diversification opportunities

Financial Overview

<i>YE 30th June</i>	<i>2017</i>	<i>2018</i>	<i>2019</i>
Sales revenue	£4,895,355	£4,755,888	£4,276,593
Gross profit	£1,442,862	£1,357,976	£1,365,792
<i>Percentage</i>	<i>29%</i>	<i>29%</i>	<i>32%</i>
Adjusted EBITDA	£854,281	£735,058	£734,031
<i>Percentage</i>	<i>17%</i>	<i>15%</i>	<i>17%</i>

Note: the adjusted EBITDA is after inclusion of current directors/shareholders replacement costs

Offers invited