

HJM254 – Commercial Printing Company – South East England

Executive Summary

An unparalleled opportunity has arisen to purchase a UK based commercial printing company catering to a large number of high-profile clients across the UK. This well-established and longstanding business has established a solid reputation within the printing industry, benefitting from decades of industry experience.

The Company, located in South East England delivers key printing services to a wide variety of customer types meeting the demands of high volume, large scale national customer projects often involving millions of documents, but also producing short run printing projects for local businesses.

The business offers pre-press, web printing, sheet fed printing and print finishing services. Through these processes, the company delivers a core range of printed products, designed to accommodate the complete spectrum of print marketing demands. The company actively invests in technology on an ongoing basis to enable leading edge printing and finishing facilities in a constantly evolving industry.

This dynamic business operates a highly efficient workflow, with all internal processes supported by a state-of-the-art Management Information System that supports all the critical business functions within the company. The business has a highly experienced and skilled team, working within a clear and well-established operational structure.

In addition, the company holds a number of recognised industry accreditations and memberships and demonstrates proactive practices towards the environment and sustainability issues regarding the sourcing of responsibly managed paper products.

This opportunity comes with significant scope for growth through a strategy of evolving new technologies and increasing capacity, as technology and running speeds of printing machinery and equipment continue to improve.

Highlights

- Large, high profile client base with large scale printing requirements
- Well-established, longstanding business with decades of industry experience
- Consistency of revenues and profitability
- State-of-the-art Management Information System
- Continual investment in leading-edge technologies
- Industry recognised accreditations and memberships
- Solid and sustainable business pipeline
- Strong management team and established operational structure



Financial Overview

Y/E: 28 th Feb	2016	2017	2018	2019	2020(F/C)
Sales revenue	£16,092,781	£15,807,514	£15,499,078	£16,874,917	£17,700,000
Gross profit	£4,106,076	£4,070,293	£3,919,289	£4,486,419	£4,023,539
<i>Percentage</i>	26%	26%	25%	27%	23%
Adjusted EBITDA	£1,967,424	£1,633,486	£1,313,652	£1,787,157	£1,505,484
<i>Percentage</i>	12%	10%	8%	11%	9%

Offers Invited