

HJM227 – Electrical Equipment Manufacturer for sale – North of England

Executive Summary

An opportunity has arisen to acquire a UK-based electrical equipment manufacturer with a global customer base and established international partnerships. This longstanding business benefits from a consistent trading history of over 20 years and has built a reputation among its high-profile customers for technical innovation, expertise and responsiveness in a continuously evolving market.

The product range is grounded upon extensive skill and experience in precision solenoid, valve and switch product manufacturing. With modern production equipment and facilities and established manufacturing links with companies in Southeast Asia, the business is able to compete across most markets worldwide for precision electro-mechanical products.

This company is a fast-growing high-end manufacturing company with the capacity to produce in volumes of over 2.5 million units per year. The business addresses a wide range of customer requirements across the Automotive, Defence, Industrial Automation, Leisure, Medical, Security and Utilities industries.

The company is offered as a going concern with an existing management team, workforce and on-going sales contracts in place. With approximately 100 employees, led by a capable and experienced multi-functional executive team, the business offers world class design to manufacture product capability. With state-of-the-art CAD design stations, 3D prototyping, multi-function CC machining, the company can turn design to prototype to finished product quickly and efficiently.

Over the past 2 years, the company has experienced a 25% increase in sales with the current year forecast at similar growth level. During the same period, gross profit has remained stable throughout. Company performance is forecast for a dynamic continuation of this trend based on order book and longer-term sales contracts, including a range of product developments and new products which will serve to place this business on the map as an innovative and relevant global market player.

Highlights

- UK-located with a global customer base
- Longstanding business with decades of industry
- Innovative new products and developments in pipeline
- Wide-ranging customer portfolio across key industries

- Capacity to produce in volumes of over 2.5 million units per year
- State-of-the-art CAD design stations and 3D prototyping
- Industry recognised accreditations
- Robust and mature systems currently in place
- Capable and experienced multi-functional executive team

Financial Overview

Y/E: 30 th June	2016	2017	2018	2019	2020(F/C)	2021 (F/C)
Sales revenue	£5,563,410	£6,668,919	£5,497,632	£6,896,796	£8,004,840	£11,246,690
Gross profit	£1,369,152	£1,382,871	£1,181,917	£1,336,853	£1,427,200	£2,326,760
<i>Percentage</i>	25%	21%	21%	19%	18%	21%
Adjusted EBITDA	£349,907	£355,522	£105,057	£229,618	£407,560	£900,460
<i>Percentage</i>	6%	5%	2%	3%	5%	8%

Offers invited