



HFS018 – Manufacturer & Supplier of Custom-Made Blinds for Sale – North England

Executive Summary

An opportunity to acquire a highly successful manufacturer, supplier and installer of custom-made blinds. Based in the North of England, the company provides a wide range of standard and specialist fabrics and blind styles.

The company provides a free measuring, fitting and installation service of their custom made blinds and have one of the largest displays of blinds in one of the most well-equipped showrooms in the UK. They have a 12,000sq.ft. purpose designed factory, incorporating the latest manufacturing equipment, located behind the showroom.

The company was founded in 1976 and is highly established and recognised in its region with an outstanding reputation for delivering a high level of customer service and quality.

Retail sales make up the largest proportion of the company's revenue, accounting for c.25% of the total. They then have a further 50 plus regular trade customers which typically over 95% of which have been returning customers for the last 3 years or more.

Turnover has been consistent in the last 3 years at an average of c.£900k. Average gross margins over the last 3 years is c.59%.

Highlights

- Over 30 year trading history with an extensive range of standard and specialist fabrics and blind styles
- Suppliers to wide variety of retail, wholesale and trade customers
- A profitable business with c.£98k adjusted EBITDA (11%) in last financial year
- Consistent annual turnover

Financial Overview

Y/E: 31 st Dec	2015	2016	2017	2018	2019
Sales revenue	£892,692	£922,390	£921,150	£912,476	£892,620
Gross profit	£520,245	£555,032	£546,353	£534,538	£534,955
<i>Percentage</i>	58.3%	60.2%	59.35%	58.6%	59.9%
Adjusted EBITDA	£89,732	£108,815	£46,374	£111,323	£97,580
<i>Percentage</i>	10%	12%	5%	12%	11%