

HKMo60 – Envelope Printing Company for Sale – North of England

Executive Summary

An opportunity has emerged to acquire a specialist printing services business based in the North of England. Founded in late 2000 this business benefits from two decades of industry experience and has secured a strong position to mass produce and deliver printed envelopes for commercial clients throughout the UK.

The business has sustained steady revenues and profitability with a record for keeping pace of the industry using state-of-the-art printers and presses to meet the demands of large-scale business communications. It also benefits from a highly skilled, experienced and loyal team characterised by years of service with the company.

The business is led by a philosophy centred on delivering exceptional customer service, quality products, and value for money. The company enjoys a diverse client base including print brokers, mail facilities management businesses, mailing houses, stationery manufacturers and commercial printers.

The current shareholders have consistently invested in state-of-the-art facilities to deliver a high-quality service. The business carries out graphics and platemaking in-house and accommodates the variety of client needs with six dedicated overprint presses.

The company actively promotes environmental awareness and demonstrates a commitment to eco-friendly practices. These practices enable their customers to be safe in the knowledge that the paper used for their envelopes has come from well-managed and sustainable sources.

Highlights

- Specialists in envelope mass production and delivery
- Two decades of industry experience
- Sustained steady revenues and profitability
- Capacity to accommodate large-scale business communications
- Highly skilled, experienced and loyal team
- Commitment to eco-friendly, sustainable practices

Financial Overview

Y/E: 31st December	2016	2017	2018	2019
Sales revenue	£1,091,211	£1,100,421	£1,263,977	£1,152,750
Gross profit	£394,538	£421,395	£335,042	£354,753
<i>Percentage</i>	36%	38%	27%	31%
Adjusted EBITDA	£118,350	£119,170	£93,636	£124,991
<i>Percentage</i>	11%	11%	7%	11%

Offers invited