

## HJJ339 – Commercial Building Construction, Refurbishment and Maintenance Contractors for Sale – UK & Ireland

### Executive Summary

An opportunity has arisen to acquire a building and civil engineering contracting company based in Northern Ireland. The company has experienced steady growth throughout 35 years of trading.

This dynamic business delivers a wide range of building and civil engineering projects. Over the years, the company has developed a solid client base with a high level of revenues generated through repeat business from clients across the UK. With a primary focus on clients based in Northern Ireland, the company has completed a number of major projects in other UK locations including London and Edinburgh.

The company's range of successful projects delivered cover a diverse range of sectors consisting of Civil Engineering, Healthcare, Hospitality, Industrial, Residential and Retail. The company consistently produces outstanding results offering a personalised service to ensure every project is successfully completed within budget and time and tailored to cater to their clients' needs.

The team has a wealth of knowledge in new builds, creating extensions, carrying out refurbishments and a wide range of maintenance projects with the ability to rapidly respond to a variety of requirements across Northern Ireland for their commercial customers.

The company holds accreditations as a Principal Contractor in respect to the provision of building construction services, incorporating new build and refurbishment works within the public and private sectors to client specified requirements within the UK.

The company benefits from a highly experienced, dedicated and loyal team of staff members, many of whom have served with the company for a number of years. Members of staff are fully trained on an ongoing basis in key areas including Health & Safety, First Aid and Quality and Environmental issues. The highly experienced and professional team includes fully qualified engineers, joiners, operatives, and a health and safety officer, supported by a strong administrative team.

### Highlights

- Growing business with 35 years trading history
- Ability to undertake broad and complex range of projects
- Wealth of knowledge in new builds, extensions, refurbishments and maintenance projects

- Accredited as a Principal Contractor
- Highly experienced, dedicated and loyal team
- Fully qualified team of engineers, joiners and operatives

## Financial Overview

Y/E: 31 <sup>st</sup> January	2016	2017	2018	2019	2020
<b>Sales revenue</b>	<b>£9,656,032</b>	<b>£7,647,186</b>	<b>£9,218,412</b>	<b>£8,511,096</b>	<b>£8,416,172</b>
Gross profit	£1,160,050	£827,652	£1,134,875	£817,691	£907,353
<i>Percentage</i>	12%	11%	12%	10%	11%
<b>Adjusted EBITDA</b>	<b>£719,292</b>	<b>£428,582</b>	<b>£719,995</b>	<b>£361,389</b>	<b>£482,463</b>
<i>Percentage</i>	7%	6%	8%	4%	6%

The Adjusted EBITDA includes an adjustment for the vendor's current remuneration and replacement cost.

The company has a strong order book with a c. £15m pipeline of projects signed-up. Despite the lockdown from March to May, the company has experienced a strong rebound in activity and sales for YE 31<sup>st</sup> January 2021 are on track for c. £9m.

## Offers invited