

## HJDo79 – IT Support Company for Sale – Hampshire, UK

### Executive Summary

An attractive opportunity has arisen to acquire a well-established IT and Communications support and service provider based in Hampshire, UK.

Established in 1994, the company specialises in delivering business IT and communications solutions for a growing customer base of SMEs and organisations across a range of sectors, including charities, engineering, facilities management and estate agents.

For over 25 years of trading, the business has experienced steady growth, generating key partnerships with a selection of major brands, to provide their clients with a wide range of IT peripherals, systems and servers, phones, broadband and mobile technologies.

The company provides a range of business IT and Comms solutions through a service and support model. This well-established consultancy delivers an integrated service, providing complex and sophisticated IT and comms hardware and systems, with ongoing maintenance and customer support.

The company benefits from a dedicated team of specialists, driven by a problem-solving ethic, complemented by years of market experience and an eye for developments within the fast-moving tech industry.

### Highlights

- 25 years of trading history with solid and growing SME customer base
- Well-established managed service and support model with low overheads
- 28% of revenue is generated from IT support contracts
- 31% of revenue is generated from subscriptions for managed services
- Highly specialised and experienced team
- Key partnerships with reputable IT and Comms brands



## Financial Overview

<i>YE 30<sup>th</sup> September</i>	<i>2015</i>	<i>2016</i>	<i>2017</i>	<i>2018</i>	<i>2019(FCT)</i>
<b>Sales revenue</b>	<b>£286,149</b>	<b>£334,044</b>	<b>£289,499</b>	<b>£292,644</b>	<b>£304,819</b>
Gross profit	£144,304	£229,424	£172,312	£182,045	£195,663
<i>Percentage</i>	<i>50%</i>	<i>69%</i>	<i>60%</i>	<i>62%</i>	<i>64%</i>
<b>Adjusted EBITDA</b>	<b>£26,877</b>	<b>£102,585</b>	<b>£28,547</b>	<b>£26,207</b>	<b>£38,949</b>
<i>Percentage</i>	<i>9%</i>	<i>31%</i>	<i>10%</i>	<i>9%</i>	<i>13%</i>

Adjusted EBITDA includes an adjustment for the director's salary and replacement cost.

## Offers invited