



## HJDo78 – Groundcare Machinery Sales & Servicing – South East England

### Executive Summary

Hornblower Business Brokers Ltd is pleased to market a profitable and cash generative groundcare machinery company benefitting from over 40 years of industry experience.

Based in the South East of England, the business has developed to become a prominent regional specialist for groundcare equipment. The business operates from premises which contain a workshop, storage facilities and a retail outlet.

The Company has built a diverse and thriving customer base, primarily consisting of professional users including councils, sports facilities, non-governmental organisations, estates, national & regional contractors and smaller professional gardeners. Services include the sale, repair, maintenance and hire of groundcare machinery and sale of associated products.

The Company delivers an integrated offering of products and services in the areas of Machinery Sales, Machinery Hire, Workshop Services and retailing a range of groundcare machinery, equipment and tools through the company shop. The Company holds a wide stock range and represents many prominent quality brands in the UK market through direct supplier relationships.

The business also benefits from a highly skilled and experienced team of technicians motivated by an approach to ongoing training to maintain leading edge industry knowledge and professional standards. This opportunity presents a cash generative and strong presence in the professional marketplace delivering consistent profitability and scope for growth.

### Highlights

- Profitable, cash generative business
- Over 40 years of industry experience and expertise
- Well defined, integrated product and service offering
- Direct supplier relationships with major, quality brands
- Highly skilled, experienced and dependable team of technicians

### Financial Overview

Y/E: 31 <sup>st</sup> July	2017	2018	2019	2020
<b>Sales revenue</b>	<b>£853,264</b>	<b>£727,906</b>	<b>£708,857</b>	<b>£721,546</b>
Gross profit	£313,041	£290,080	£280,042	£279,612
<i>Percentage</i>	37%	40%	40%	39%
<b>Adjusted EBITDA</b>	<b>£32,817</b>	<b>£42,516</b>	<b>£39,231</b>	<b>£53,362</b>
<i>Percentage</i>	4%	6%	6%	7%



**HORNBLOWER**  
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Offers Invited