



## HJH075 – Specialist Building Consultant Engineers Company For Sale

An opportunity to acquire a firm of specialist and expert chartered consulting engineers with specific knowledge and experience of buildings, with a focus on offsite construction methods and an expertise in light steel frames, structural timber and volumetric buildings.

Based in Southwest UK, but operating across the UK and Ireland, this dynamic business comprises a small team of expert engineers who are recognised as leaders in their field for engineering design, product development, research, testing, expert witness and remediation; all with practicable commercial solutions.

The firm works with blue chip supply chain businesses, national developers and housebuilders, international consultants and insurance companies. In addition the business operates with the industry leading institutions such as BSI, BRE, NHBC, LABC, MHCLG and HSE. This business is operating well above its size and is invited to be on committees and works where typically consultants of tier 1 status, employing significantly more personnel, are found.

The firm has grown organically since it was established in 2013. Its potential acquisition offers clearly identified opportunities for scale through the expansion of the existing service offering. These opportunities include scope for acquiring larger structural engineering projects, increasing the scope of volumetric design services, innovative product development and expanding the capacity to deliver fire engineering related work, refurbishment and timber repairs and expert witness services.

This is not an immediate retirement sale and the vendor is keen to remain within the business to assist in its growth

### Highlights

- Dynamic, entrepreneurial business driven by leading-edge industry knowledge and expertise
- Engineering specialisms in timber structures and volumetric buildings
- Industry leading business in fire safety and timber structures
- Strong national contact network with housebuilders, contractors and supply chain businesses
- Close-knit team of specialist engineers with extensive, complimentary skill sets
- Realistic and attainable opportunities for scale



## Financial Overview

Y/E: 31 <sup>st</sup> May	2017	2018	2019	2020	2021 (F/C)
<b>Sales revenue</b>	<b>£569,974</b>	<b>£841,992</b>	<b>£943,736</b>	<b>£883,608</b>	<b>£850,000</b>
Gross profit	£352,444	£616,714	£714,423	£632,142	£612,000
<i>Percentage</i>	62%	73%	76%	72%	72%
<b>Adjusted EBITDA</b>	<b>£144,280</b>	<b>£400,354</b>	<b>£481,379</b>	<b>£380,839</b>	<b>£367,000</b>
<i>Percentage</i>	25%	48%	51%	43%	43%

The adjusted EBITDA is stated having adjusted for the directors' remuneration.

Offers invited for a company sale