



## HLTo88 – Dental Cabinetry Designer & Manufacturer for Sale – South West UK

An outstanding opportunity has arisen to acquire a reputable bespoke dental cabinetry designer and manufacturer based in SW England. Benefitting from over 20 years of trading history, this family-owned business has positioned itself among the top 3 largest UK suppliers of dental cabinetry.

This business specialises in designing and installing dental surgery layouts for a range of public and private sector customers. The company leads with a USP of producing solid acrylic work surfaces, suited to the specific clinical standards required of dental care practices and decontamination rooms. The company also has extensive experience as specialists working alongside other trades in the design and installation of dental surgery layouts.

In delivering a service offering of CAD Design, Cabinets and Worktops, Installation and Dental Room Design, this company enjoys high levels of repeat business ranging from private sector customers, in the form of independent practices to national dental chains, as well as public sector customers.

The company has also branched out, transferring its considerable skillset into the supply of high-quality cabinetry and worktops for domestic kitchens, which is proving to be a successful and fast-growing new area of business.

Operations are based within a 20,000 sq. ft. factory, enabling the company to manufacture its solid surface worktops in-house. All cabinets produced by the company are made to high standards of craftsmanship and can be made to any size or configuration. All products are solidly constructed, with high quality hinges and runners and are water ingress protected. The products are fully bespoke and customisable with a variety of material options to suit any aesthetic or budgetary requirements.

One of the company's strongest assets is its highly skilled and experienced team, consisting of fitters (self-employed), cabinet makers and worktop makers who are equipped with a wealth of deep product knowledge and professional expertise. All fitters are Construction Skills Certification Scheme (CSCS) trained and adept at working onsite simultaneously with multiple trades.

### Highlights

- Reputable bespoke cabinetry manufacturer
- High levels of repeat business from a loyal customer base
- Niche expertise in the dental and medical sectors
- Over 20 years of trading history



- In-house production capabilities within a 20,000 sq. ft facility
- Highly skilled, experienced team with exemplary craftsmanship standards

## Financial Overview

Y/E: 30 <sup>th</sup> April	2019	2020	2021
<b>Sales revenue</b>	<b>£2,400,483</b>	<b>£1,991,417</b>	<b>£2,288,679</b>
Gross profit	£1,128,019	£ 990,973	£1,205,892
<i>Percentage</i>	<i>47%</i>	<i>50%</i>	<i>53%</i>
<b>Adjusted EBITDA</b>	<b>£443,833</b>	<b>£302,494</b>	<b>£441,858</b>
<i>Percentage</i>	<i>18%</i>	<i>15%</i>	<i>19%</i>

Adjusted EBITDA is stated after normalising directors' remuneration.

Revenue forecast for FY22 – the vendor expects to be on track to achieve £2,827k.

## Offers invited