



HLD113 – Commercial refrigeration and shopfitting design, supply and installation company for Sale – South UK

An attractive opportunity has arisen to acquire a refrigeration and shopfitting specialist delivering a full service in creating fine food stores, delivering design, project management, installation services and eco-friendly solutions. This highly reputable company was established in 2000 and is based in Southern England.

The company boasts an enviable customer base featuring household names and prominent players in the food retail sector. The business also delivers projects for well-established independent and family businesses characterised by many years of trading and reputational heritage. With project values ranging between £20,000 and £500,000, many of the company's clients are award-winning businesses recognised within their respective industries.

The company has cultivated a number of key supply partnerships with a network of leading brands, who provide refrigeration equipment and other services in many different styles and at all price points. This enables the company to supply different options to display their clients' food selections. The company is also the sole UK distributor for a leading European refrigeration systems supplier.

The company benefits from a highly experienced and motivated team of individuals dedicated to delivering a tailored and professional customer experience. Along with the ability to fully project manage client ventures, the company is also highly experienced in working alongside external project managers to carry out larger-scale projects.

With a number of highly viable growth opportunities and a projected pipeline of over £2.5M in 2021/22, this potential acquisition presents a compelling opportunity for a buyer to take this profitable business to its next level of growth.

Highlights

- Highly reputable business with over 2 decades of trading history.
- Full-service offering, from concept to installation.
- Enviable client base consisting of household names in the fine food retail sector.
- Key supply partnerships with a network of leading European brands.
- Highly experienced and driven team delivering a tailored and professional customer experience.
- In-house design capabilities.
- Viable, identified growth opportunities.



Financial Overview

Y/E: 31 st October	2017	2018	2019	2020	2021 (F/C)
Sales revenue	£2,409,720	£1,814,432	£1,920,894	£1,539,596	£2,167,207
Gross profit	£666,951	£526,599	£625,694	£508,207	£707,578
<i>Percentage</i>	28%	29%	33%	33%	33%
Adjusted EBITDA	£365,563	£110,503	£143,688	£108,822	£330,974
<i>Percentage</i>	15%	6%	7%	7%	15%

Adjusted EBITDA is stated having accounted for the directors' replacement costs.

Offers invited