



HLD272 – Lift Repair and Modernisation Company For Sale – South East UK

An opportunity has arisen to acquire a reputable lift engineering company specialising in the modernisation and repairs of hydraulic elevator systems. Benefiting from a 17-year trading history, this company provides its trade customers with hydraulic knowledge and expertise, as highly experienced contractors within the lift industry.

The business enjoys a strong customer base consisting of prominent lift engineering companies, predominantly headquartered in the Southeast of England. The company's customer base features a roster of well-known lift engineering firms, ranging from independent businesses with a number of regional branches across the UK, to large industry players with a global presence.

The company's professional team of engineers have the experience and ability to confidently undertake repairs or replacement of any lift equipment from all manufacturers.

All of the engineers are fully qualified to industry standards at NVQ3 or higher and the business is ISO 9001:2015 certified and SafeContractor approved. Over the years, the business has developed a network of key supplier partnerships with a range of lift engineering specialists and lubricant providers.

This company is highly profitable and is positioned for scale, with identified opportunities for growth. As such it presents an attractive acquisition for investments firms or trade buyers alike.

Highlights

- Highly profitable with 17-year trading record.
- Thriving trade customer base of UK operators and global companies.
- Stellar reputation within the industry as a trusted contractor.
- Highly qualified and dedicated engineering team.
- ISO 9001:2015 certified and SafeContractor approved.
- Scalable business with identified growth opportunities.



Financial Overview

Y/E: 30 th April	2017	2018	2019	2020	2021	2022 (F/C)
Sales revenue	£1,001,880	£1,065,814	£1,048,493	£981,990	£1,017,951	£1,071,237
Gross profit	£684,914	£745,235	£713,049	£709,176	£724,638	£767,211
<i>Percentage</i>	<i>68%</i>	<i>70%</i>	<i>68%</i>	<i>72%</i>	<i>71%</i>	<i>72%</i>
Adjusted EBITDA	£297,408	£354,737	£319,746	£274,907	£295,588	£290,610
<i>Percentage</i>	<i>30%</i>	<i>33%</i>	<i>30%</i>	<i>28%</i>	<i>29%</i>	<i>27%</i>

Directors' replacement cost is accounted for within the Adjusted EBITDA

Offers Invited