



## HLD277 – Kitchen, Bathroom & Tile Installation and Supply for Sale – Midlands, UK

A unique opportunity has arisen to acquire an established high-end kitchen, bathroom and tiles business with a proven track record of 28 years trading. The company has an extensive and loyal customer base as well as solid trade clients including developers, architects and builders.

In addition to providing a design and installation service of luxury kitchens and bathrooms the company also sells these products directly to customers without installation. The sale of tiles and their ancillary products is also a key part of the company's core business and provides a steady income stream.

Over the years the company has built close relationships with many well-known brand names and holds the exclusive rights to these brands within a demarked area.

The company benefits from a strategic location situated between several wealthy and sought-after areas – the Cotswolds, Warwickshire, Worcestershire and the South Midlands. Easily accessible and with ample parking, the location forms part of a small retail park featuring complementary businesses; these include the area's leading luxury brand furniture retail showroom, a designer light shop and carpet shop.

The company has an outstanding reputation both for the quality of its work and its customer service. It also benefits from being a destination showroom with the largest selection of inspirational displays in the area. As a consequence, it attracts clientele by strong word of mouth, repeat business and personal recommendation.

Its work has been selected to feature in leading lifestyle publications such as 'Beautiful Kitchens' and 'Utopia Magazine'.

Post Covid, demand for home improvement is high and the business is having to turn work away due to not having the resources to meet such high demand levels. There is much potential for serious growth if new owners were to expand the reach of the business

### Highlights

- Established and exclusive
- Proven trading record of 28 years
- Excellent location within reach of 4 countries
- Solid, extensive, and loyal customer base
- Holds exclusive accounts with many well-known brand names
- Stunning showroom with over 50 displays
- Three businesses in one with enormous potential for growth



## Financial Overview

Y/E: 31 <sup>st</sup> March	2019	2020	2021	f/c 2022 *
<b>Sales revenue</b>	<b>£794,538</b>	<b>£942,248</b>	<b>£720,655</b>	<b>£829,147</b>
Gross profit	£168,081	£254,573	£207,159	£254,259
<i>Percentage</i>	<i>21%</i>	<i>27%</i>	<i>29%</i>	<i>31%</i>
<b>Adjusted EBITDA **</b>	<b>£95,956</b>	<b>£123,650</b>	<b>£82,930</b>	<b>£124,964</b>
<i>Percentage</i>	<i>12%</i>	<i>16%</i>	<i>13%</i>	<i>15%</i>

\* Year ending 31st March and forecast on management accounts for 31 October 2021

\*\* Director's replacement costs are accounted for within the Adjusted EBITDA

## Offers Invited