



HLM265 – Medical Shielding Products Manufacturer For Sale – South East UK

An opportunity has arisen to acquire a prominent provider of Medical Shielding products based in the South of England. For over a decade, this family run, profitable company has developed a distinctive niche, as a manufacturer and installer of highly specialised equipment to a blue-chip client base in key industries throughout the UK, Europe and internationally.

This business enjoys a thriving client base, with a healthy pipeline and repeat custom derived from the Healthcare, Construction, Engineering and Industrial sectors. With a key approach of working in partnership with its clients, the company has produced an enviable portfolio of successful projects. The company has built a reputation for delivering innovative solutions through its R&D capabilities and its capacity to manufacture medical shielding products on-site through its fully resourced workshop.

The company's specialist range of products have a range of applications integral to the high demands required to shield facilities, providing solutions for medical environments housing diagnostic and treatment facilities and also for dental surgeries and veterinary practices including equine treatment facilities.

Dedicated to the highest regulatory and professional standards, this company holds ISO 9001 certification and a number of well recognised accreditations and memberships with prominent national and international industry bodies. This is also reflected in the highly skilled workforce, who are thoroughly trained in all aspects of health and well-qualified to practically deploy their expertise on client sites.

This potential acquisition comes with a wealth of avenues for growth, with a growing roster of trademarked products and indications of a strong performance in the upcoming year due to increased market demand for its products. The company has also built a firm foundation to support growth, through capital investments in key areas of the business to its fully equipped manufacturing premises.

Highlights

- Prominent provider of medical shielding products.
- High-profile blue-chip client base.
- High levels of repeat business and custom solutions for individual clients.
- Portfolio of successful projects throughout the UK, Europe and Internationally.
- Strong R&D capabilities and growing suite of Intellectual property assets.
- Clearly identified growth opportunities.



Financial Overview

Y/E: 31 st August	2018	2019	2020	2021	2022 (F/C)
Sales revenue	£1,689,555	£1,965,298	£1,539,641	£2,464,276	£2,200,000
Gross profit	£665,309	£778,757	£686,803	£1,040,032	£871,856
<i>Percentage</i>	39%	40%	45%	42%	40%
Adjusted EBITDA	£46,974	£142,204	£144,812	£527,247	£344,206
<i>Percentage</i>	3%	7%	9%	21%	16%

Directors' remuneration and replacement cost is considered within the adjusted EBITDA.

Offers Invited