



HLJ228 – Information Communications Technology Company For Sale –Ireland

An opportunity has arisen to acquire an Information Communications Technology (ICT) company serving a global customer base across the public and private sectors.

Established in 2017, this business delivers a low touch service suite based around an IT security license subscription renewal model. Its diverse customer base includes professional service providers, private healthcare companies, bricks and mortar retailers and local authorities in the UK, Europe, the US, and the UAE. The company experiences healthy levels of customer retention and maintained a steady trading performance throughout the challenges posed by Covid19.

The company's product offering is defined by a key partnership with a leading software solutions provider, through which the vendor company provides its customers with Mobile Device Management. This product delivers mobile security across mobile devices, applications, and documents, helping organisations to safeguard their content by maintaining personal privacy and data security.

As trends towards remote working continue to increase, this company's solutions cater directly to the requirement for organisations to safeguard data and personal details through the provision of tools including mobility solutions.

This opportunity comes with ample scope for growth, with options to expand the geographical and market reach of the key product offering through the company's simple, low touch model.

Highlights

- Solid global customer base.
- Low touch business generating consistent returns.
- Recurring revenue model accounting for 90% of total revenue.
- Sector agnostic.
- Key partnership with leading software provider.
- High contract retention.
- Ample growth opportunities.



Financial Overview

Y/E: 31 st Dec	2019	2020	Draft 2021	Forecast 2022
Sales revenue	€ 138,359	€ 350,058	€ 413,071	€ 413,000
Gross profit	€ 72,843	€ 71,042	€ 129,542	€ 153,000
<i>Percentage</i>	53%	20%	31%	37%
Adjusted EBITDA	€ 35,542	€ 63,191	€ 176,837	€ 203,200
<i>Percentage</i>	26%	18%	43%	49%

Adjusted EBITDA is stated after vendors' remuneration / replacement cost.

Offers Invited