



HLM063 – Packaging Supplies Provider & Manufacturer For Sale –UK

An opportunity has arisen to acquire a Packaging Supplies company based in Southeast England. Established in 2007, this company has attained steady and growing revenues through online marketplace giants, Amazon and eBay and a selection of dedicated eCommerce websites.

This business generates healthy revenues selling directly to individual and commercial customers through its various online sales channels. The company benefits from a framework of efficient systems, enabling same day fulfilment and dispatching of customer orders. Customers also have the ability to access online company support through various built in User Interface (UI) devices.

The company carries an extensive product range of packaging essentials including cardboard boxes, bubble wrap, plastic carrier bags, corrugated paper, envelopes, edge guards, kraft paper rolls, mailing bags and other industrial packaging supplies. The company also adheres to environmental considerations, by promoting recycled packaging products at reduced prices whenever possible.

The company has built a wide range of supplier relationships, with access to an array of product lines across the packaging spectrum. Product lines are sourced from a combination of UK manufacturers and from manufacturers in China and India. The company also manufactures bubble wrap and pallet wrap in house, which constitutes 50% of the company's sales.

The company benefits from a strong asset portfolio, consisting of tangible assets in the form of machinery and intangible assets in the form of UK and European Trademark brands.

With plenty of scope for the introduction of additional product lines and the possibility of expanding sales throughout the UK and Europe, this company has the ability to build upon its existing foundations to achieve further growth.



Highlights

- Consistently growing revenues from online sales channels
- Strong revenues through established online channels
- Direct seller to individual and business customers
- Extensive product range across the packaging spectrum
- Wide range of supplier relationships
- In-house manufacturing capabilities
- Ownership of UK and European Trademark brands
- Leadership succession in place

Financial Overview

Y/E: 31 st March	2020	2021	2022 (F/C)
Sales revenue	£2,248,618	£6,660,212	£2,600,000
Gross profit	£944,975	£2,189,215	£1,429,483
<i>Percentage</i>	42%	33%	55%
Adjusted EBITDA	£25,714	£123,585	£201,133
<i>Percentage</i>	1%	2%	8%

- Adjusted EBITDA is stated after directors' replacement costs.

Offers Invited