



## HLS312 – Road Haulage Company – Midlands UK

An opportunity has arisen to acquire a road haulage company serving a longstanding client base of prominent manufacturers, logistics companies and distribution businesses.

The company is a well-respected, efficient and dependable transport partner for its customers. Operating primarily in the Nottinghamshire and Derbyshire regions, the company has the ability and experience to transport products across the UK on a 24/7/365 basis. The company also specialises in timed deliveries.

The company owns a first-class fleet of vehicles of which the majority are under three years old. Its fleet of high specification trailers cater across the spectrum of client requirements, ranging from construction materials, household cleaning products and logistics and packaging.

The sole director manages an experienced team of 10 HGV drivers. This simple structure affords ample opportunity for growth through developing a sales and marketing capacity. The company also represents an ideal bolt-on opportunity for a larger haulage operator.

The business has delivered consistent profitability, with forecasted turnover in the region of £1.7M - £1.8M for 2022. As a well-established business with a proven track record and a solid reputation among its customers, this business offers buyers a solid, sustainable investment.

### Highlights

- Longstanding base of prominent clients.
- Timed delivery specialist.
- First class fleet of tractors and high specification trailers.
- Experienced team of HGV drivers.
- Profitable and well-respected business.



## Financial Overview

Y/E: 30 <sup>th</sup> Sept	2018	2019	2020	2021	2022 (F/C)
<b>Sales revenue</b>	£928,043	£1,105,769	£1,590,783	£1,658,858	£1,750,000
Gross profit	£870,450	£1,054,912	£1,544,618	£1,612,533	£1,702,000
<i>Percentage</i>	94%	95%	97%	97%	97%
<b>Adjusted EBITDA</b>	<b>£184,175</b>	<b>£223,097</b>	<b>£451,461</b>	<b>£469,716</b>	<b>£508,770</b>
<i>Percentage</i>	20%	20%	28%	28%	29%

Adjusted EBITDA is stated after directors' replacement costs.

## Offers invited