



HMMo62 – Electrical Contracting Company For Sale – North East England

An opportunity has arisen to acquire an electrical contracting company based in North East England. The company was established in 2010 and from inception, has worked with a number of high-profile blue-chip clients and routinely carries out work for the National Grid.

Benefitting from a strong portfolio of high-quality projects and customer contracts, the company provides a full range of electrical services to commercial, industrial and domestic clients. The business generates high levels of repeat business and through its strong sales pipeline is expecting steady growth in turnover over the next six months.

This company holds a range of industry-recognised accreditations and memberships with reputable bodies including NICEIC Approved Contractor status for electrical installations. Its comprehensive offering covers a wide breadth of client requirements, including full scale industrial installations electric heating, lighting, alarm systems, energy saving solutions and rewiring domestic properties.

The company also has the expertise to carry out Electrical Installation Condition Reports (EICR), consisting of an inspection on the condition of an existing electrical installation, to ensure compliance in conjunction with current regulations, and assessing the condition and quality of the installation. The company also holds Public Liability Insurance and has an additional Insurance for any indemnity against goods provided.

Work is consistently delivered to high standards, through a team of dedicated and seasoned electricians, who are diligent in adhering to excellent standards of Health & Safety.

The company has yet to exploit opportunities for growth through a strategy of forming relationships throughout the trade, with related professionals including architects, building contractors and building consultants.

Highlights

- Over a decade of trading history.
- Long-standing relationships with blue chip clients.
- Completed projects carried out for the National Grid.
- Growing, commercial, industrial and domestic client base.
- Strong sales order pipeline.
- NICEIC Approved Contractor.



Financial Overview

| Y/E: 31 st August | 2018 | 2019 | 2020 | 2021 | 2022 (F/C) |
|------------------------------|-------------------|-------------------|-----------------|-------------------|-------------------|
| Sales revenue | £1,217,984 | £1,040,951 | £638,254 | £1,222,834 | £1,185,000 |
| Gross profit | £405,119 | £301,003 | £26,384 | £375,899 | £440,489 |
| <i>Percentage</i> | 33% | 29% | 4% | 31% | 37% |
| Adjusted EBITDA | £285,878 | £159,497 | -£78,194 | £259,820 | £239,199 |
| <i>Percentage</i> | 22% | 15% | -12% | 21% | 20% |

Note – EBITDA adjustments include director replacement costs

Offers Invited