



HMD028 – Stone and Marble Building Materials Import, Retail and Distribution Business For Sale - UK

An opportunity has arisen to acquire a stone and marble building materials supplier based in South East England. Over a 20+ year period, this family business has grown steadily to serve a solid B2B and B2C client base, with the majority of business derived from the B2B sector.

As a specialist in the import and retail of natural stone tiles, paving products and stone sinks and washbasins. The business provides a wide selection of outdoor and indoor building materials, sourcing for and supplying its customers with a vast array of paving and tiling options.

This business has gained a reputation for delivering high quality products with a clearly defined ethos for customer service, with a record for repeat custom and consumer recommendations.

The company has an extensive selection of products, sold primarily online, with significant capacity to house its natural stone products on the business premises comprised of warehouse and yard spaces, in addition to a dedicated showroom. This enables the company to purchase supplies in bulk, which combined with the company's online sales model translates to low overheads.

This company benefits from a solid supplier network, established over many years and sources and purchases its product range directly from stone mines, quarries and manufacturing facilities from a diverse range of global locations. These global supplier partnerships form a significant element to the success of this business, enabling the business to excel in procuring high quality natural stone products from countries including Indonesia, India, Brazil, Spain and Egypt.

Highlights

- Family business with a 20+ year trading record.
- Successful online sales model translating to low overheads.
- Well established international supply network for high-quality natural stone products.
- Importer dealing directly with mines, quarries, and manufacturing facilities.
- Warehousing facilities on premises containing over 30,000 m² of products.
- Ability to deliver products to customers across the UK.



Financial Overview

Y/E: 28 th February	2020	2021	2022	2023	F/C2024*
Sales revenue	£2,050,275	£2,786,098	£3,179,724	£2,766,180	£2,551,101
Gross profit	£784,060	£1,047,672	£916,063	£837,607	£847,042
<i>Percentage</i>	38%	38%	29%	30%	33%
Adjusted EBITDA	£121,061	£277,475	£397,316	£275,327	£543,756
<i>Percentage</i>	6%	10%	12%	10%	21%

Adjusted EBITDA accounts for directors' remuneration and replacement costs.

- Forecast based on management accounts 31 August 2023
- A management charge of £250,000 was introduced in 2022, 2023 and F/C 2024, this has been adjusted for in EBITDA calculations.
- The main reasons for the increase in 2024 EBITDA figures are;
 - Increase in prices & a focus on more profitable lines that cross sell.
 - An excellent google search position with targeted advertising.
 - Ocean freight rates & better purchasing options.
 - Accurate stock take.

Offers Invited