



HLD131 – Laboratory Glassware & Medical Washer Sales & Service Business For Sale –UK

An opportunity has arisen to acquire a UK market leader in the sale and servicing of professional laboratory glassware washers and medical washer disinfectors.

The company has a nationwide market sector engagement, including Industry, Healthcare, Government and Education. It comes to the market in a robust financial position, being debt-free and benefitting from a consistently positive cash flow.

There are clearly identified opportunities for sales growth whilst there are also some identifiable opportunities for cost saving. The company always has a good forward work pipeline, a material amount of which is on a multi-year basis. It also supplies chemicals related to the sales of equipment, other laboratory equipment, and has a growing business in the sales of specialist disinfectant wipes to both public and private healthcare bodies. A significant proportion of the company's income derives from annual recurring revenues in both its sales and consumables business.

Customer relationships are defined by longevity and repeat business. Notable customers include leading multinational Life Sciences companies; the Russell Group as well as other Universities; leading schools and colleges; the NHS in England, Scotland and Wales; Government and Defence organisations; together with many well-established commercial companies. The company also enjoys equally long-term relationships with its key suppliers.

An important contribution to the long term success of the company is made by the service unit. Once installed, the machines are often in constant use and it is vital that they operate at 100% efficiency. The company has its own manufacturer-trained engineering team. Company staff adhere to high operating and service standards, and it has a flawless Health & Safety record. The company's engineers carry a comprehensive inventory of manufacturer parts which help to ensure excellent service levels. They work to specific risk and method statements, employing manufacturers' diagnostic software, authorised under key supplier partnerships.

The IT and telephone systems are fully distributed, with remote access for management, sales, accounts, admin and engineers. These facilities enabled the company to maintain full support for its essential key business, research and medical customers throughout the pandemic and, when the time came, to participate in a project of national interest and importance.



Highlights

- Debt free with a positive cash flow
- Future work pipeline, some multi-year
- Nationwide blue-chip customer base across key market sectors
- Long-term customer relationships and repeat business
- Significant degree of annual recurring revenue.
- Longstanding key supplier partnerships
- Sole UK importer of products from one of Europe's leading manufacturers of disinfectant, hygiene and skin care products
- Significant opportunities for growth and cost saving.

Financial Overview

Y/E: 31 st December	2018	2019	2020	2021
Sales revenue	£1,322,486	£1,428,690	£1,489,889	£1,711,942
Gross profit	£500,866	£614,697	£643,780	£725,352
<i>Percentage</i>	<i>38%</i>	<i>43%</i>	<i>43%</i>	<i>42%</i>
Adjusted EBITDA	£157,680	£246,858	£317,211	£356,853
<i>Percentage</i>	<i>12%</i>	<i>17%</i>	<i>21%</i>	<i>21%</i>

Adjusted EBITDA accounts for directors' remuneration and replacement costs.

Due to the continuing heightened uncertainty for the prospects of inflation, supply chain vulnerability and the indirect effects of European conflict, the directors consider it prudent to restrict their forecast for revenue in 2022 to £1.6 million and adjusted EBITDA to £350,000.

Offers Invited