



## HMD242 – Electrical Testing, Maintenance and Installation Services Company For Sale – London

An opportunity has arisen to acquire a reputable electrical services company serving a thriving and loyal commercial customer base across London and Southeast England.

The company benefits from loyal and consistent customers who value the company for its expertise in electrical testing, maintenance and installations. Through the delivery of a highly personalised service and proactively ensuring that their clients' electrical systems adhere to stringent compliance measures, this business has accomplished impressive repeat custom levels of around 90%.

The company has established longstanding customer relationships with private landlords and property managers who are responsible for residential property portfolios and commercial enterprises. The company's diverse commercial customer base spans a wide range of sectors including industrial premises, retail chains and arts and leisure venues.

The company's primary offering of regular electrical testing services, ranging from Electrical Installation Condition Reports (EICR) and PAT testing to safety and security systems ensures a source of recurring income for the company. As a result, the company benefits from reliable revenue streams and sustained profitability.

As a NICEIC Approved Contractor, this business has built a well-trained and qualified network of electrical contractors, which the company keeps up to date with industry regulatory measures, to ensure compliance and high professional standards.

This company is poised for significant future growth with strong foundations and the recent acquisition of potentially lucrative customers and clearly identified opportunities for growth in additional markets.

### Highlights

- Reputable company with around 90% of recurring custom.
- Commercial customer base consisting of private landlords and commercial property managers.
- Catering to diverse client commercial client sectors including industrial facilities, retail chains and high-profile brands.
- Recurring income stream in the form of legally required electrical testing services including Electrical Installation Condition Reports.
- Experienced and established network of qualified electrical contractors.



## Financial Overview

Y/E: 30 <sup>th</sup> Apr	2018	2019	2020	2021	2022
<b>Sales revenue</b>	<b>£501,795</b>	<b>£488,205</b>	<b>£480,008</b>	<b>£460,548</b>	<b>£411,966</b>
Gross profit	£329,417	£266,365	£262,193	£218,250	£195,187
<i>Percentage</i>	66%	55%	55%	47%	47%
<b>Adjusted EBITDA</b>	<b>£177,033</b>	<b>£188,077</b>	<b>£181,042</b>	<b>£140,657</b>	<b>£114,912</b>
<i>Percentage</i>	35%	39%	38%	31%	26%

- Directors' replacement cost is accounted for within the Adjusted EBITDA.

## Offers Invited