



HMM216 – Manufacturer and Retailer of uPVC and Aluminium Windows, Doors and Conservatories For Sale – South UK

An opportunity has arisen to acquire a high-profile manufacturer of uPVC and aluminium windows, doors and conservatories combined with a highly successful retail and installation business in the same sector. The two companies trade independently with complementary offerings and are offered for sale on a joint basis.

The businesses have successful and long-established trading records and an excellent reputation within the sector. The trading premises cater fully to the requirements of the retail and manufacturing capabilities of the businesses, comprising ample warehousing, manufacturing, office, and showroom areas.

The manufacturing business designs and fabricates a full range of products to exceptional standards. From its well-equipped facilities, the company specialises in the fabrication of high spec uPVC and aluminium products enabling fast product lead times to delivery. It has a range of energy ratings licences with the British Fenestration Ratings Council (BFRC) and kitemark licences with the British Standards Institution (BSI).

The retail business sells and installs windows, doors and conservatories to a predominantly B2C base and since inception the company has demonstrated consistent growth, generated good cashflow and shown excellent resilience during the adverse trading conditions of recession and Covid19. The company has established itself as a prominent brand in its sector benefitting from high levels of repeat custom and the current order book for the retail business stands at c. £1.1m.

The overall business benefits from a well-developed and efficient organisational structure, with management and staff teams dedicated to delivering high standards of customer service.

Highlights

- Highly established business with a long trading history
- Retail and manufacture of uPVC and aluminium windows, doors and conservatories
- Thriving B2C and Trade customer bases
- High and consistent rates of recurring business
- Both businesses profitable and combined convert a c.20% net profit
- Well-developed and efficient teams delivering quality customer service



Financial Overview

Y/E: 31 st March	2019	2020	2021	2022
Sales revenue	£4,716,305	£4,960,768	£5,573,488	£7,555,322
Gross profit	£1,961,969	£1,976,899	£2,282,488	£3,062,968
<i>Percentage</i>	<i>42%</i>	<i>40%</i>	<i>41%</i>	<i>41%</i>
Adjusted EBITDA	£869,510	£858,857	£1,072,767	£1,437,979
<i>Percentage</i>	<i>18%</i>	<i>17%</i>	<i>19%</i>	<i>19%</i>

Offers Invited