



HMD217 – Vehicle Multi-media Interface Systems Distributor For Sale –UK

An opportunity has arisen to acquire a distributor of vehicle audio fitting kits and multi-media interface systems. Benefitting from a trading record of over 20 years, this company has developed a reputation as a recognised specialist in supplying, designing and assembling fitting kits for car audio upgrades, smartphone and camera interfaces, installation components and accessories for a range of trade customers and for members of the public.

This business enjoys a robust customer base within the B2B and B2C sectors, with over 350 active trade customers within the UK and Europe. The company's B2C customer base is a growing sector, due to the effectiveness of the company's online visibility and accessible custom-built website as a proven sales and information resource to match customer requirements to the optimal solution for their car model and product specification.

The company has cultivated a diverse international supplier base, with key suppliers for its products located across the UK, Europe, East Asia and the USA. This broad supplier base enables the business to deliver solutions for a comprehensive selection of car manufacturers and models.

The company is run by a lean operational structure, with a seasoned team of committed staff and management in place to facilitate continuity in the business following a successful exit by the sole Director. From its existing position, the company has ample scope for growth, with significant potential to expand its trade customer base, opportunities to further capitalise on its B2C market growth and to enhance its online activity through partnerships with prominent online platforms such as Amazon.

Highlights

- Reputable provider, designer and manufacturer of aftermarket car fitting kits.
- 20-year + trading history and current growth trajectory.
- Strong representation in B2B and B2C sectors.
- Well established, international supplier base.
- Clearly identified and achievable avenues for further growth.



Financial Overview

Y/E:	2018	2019	2020	2021	2022 (F/C)
Sales revenue	£1,340,103	£1,380,420	£1,546,066	£2,150,814	£2,267,713
Gross profit	£621,975	£659,185	£745,870	£1,037,834	£1,064,446
<i>Percentage</i>	<i>46%</i>	<i>48%</i>	<i>48%</i>	<i>48%</i>	<i>47%</i>
Adjusted EBITDA	£182,589	£206,909	£270,758	£359,993	£308,191
<i>Percentage</i>	<i>14%</i>	<i>15%</i>	<i>18%</i>	<i>17%</i>	<i>14%</i>

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

Offers Invited