



HNS019 – Electrical and Audio-Visual Contractor For Sale –UK

An opportunity has arisen to purchase an Electrical and Audio-Visual (AV) Contractor. With almost two decades of trading history, this company has built a successful brand for a thriving client base of High Net Worth Individuals (HNWI's) and an impressive portfolio of projects at a range of prominent and exclusive private residences in the UK and overseas.

This award-winning company delivers a range of premium electrical contracting and technology-led services, spanning the design, installation and maintenance of leading-edge systems. These services include electrical design, lighting supply and installations, green technologies, integrated AV systems, turnkey home cinemas and home security systems.

This business has gained recognition in the industry and has established a network of industry contacts through the execution and completion of successful projects. The company is routinely commissioned to work alongside these contacts which include architects, project managers and main contractors in the hyper-prime market.

The company also holds a number of partnerships with select suppliers of premium technology systems and audio-visual solutions. It is well-accredited with leading industry organisations such as the NICEIC and Crestron and enjoys partnerships and certifications with CISCO, Bowers and Wilkins, the British Institute for Interior Design and RIBA.

This business is highly profitable, with forecasted revenues for 2023 through to 2025 expected to exceed pre-Pandemic levels. The company also enjoys healthy levels of recurring revenues, with its maintenance contracts valued at around £250k annually.

This potential acquisition presents extensive scope for expansion, with opportunities for growth through the company's existing pipeline, as well as opportunities to diversify the existing areas of the business.



Highlights

- Award-winning company with a reputable brand in the luxury market.
- HNWI client base.
- Portfolio of work on prime London residences.
- High levels of recurring revenue through maintenance contracts.
- Highly skilled and knowledgeable engineering team.
- Established professional network of high-end architects, quantity surveyors and contractors.

Financial Overview

Y/E: 30 th Nov	2019	2020	2021	2022	2023 (F/C)
Sales revenue	£6,166,573	£5,138,932	£4,222,556	£6,507,105	£7,000,000
Gross profit	£2,105,475	£1,815,148	£1,681,177	£2,576,779	£2,770,000
<i>Percentage</i>	34%	35%	40%	40%	40%
Adjusted EBITDA	£84,124	-£68,394	-£168,406	£616,204	£680,000
<i>Percentage</i>	1%	-1%	-4%	9%	10%

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

Offers Invited