



## **HNMO95 –Air Conditioning and Heat Pump Distributor For Sale –UK**

An opportunity has arisen to purchase an air conditioning and heat pump distributor with a national trading footprint. Benefitting from over 2 decades of trading, this business has positioned itself as an expert in the field of air conditioning and heating, working routinely with a loyal customer base of consultants, installers and developers throughout the UK.

This business supplies HVAC systems, including traditional splits, Variable Refrigerant Flow (VRF) and Variable Refrigerant Volume (VRV) air conditioning, ventilation, chillers, air-to-water and gas engine heat pumps. Its range of systems are provided through the company's well-established manufacturing partnerships with prominent brands.

The company leads in the provision of low carbon alternatives, in response to net zero requirements, and has developed a growing specialism in air to water heat pumps. This area of expertise presents a significant opportunity for growth to this thriving and profitable business.

The business benefits from an experienced and knowledgeable team, who demonstrate passion and dedication to deliver highly informed levels of service. The team features longstanding senior members of staff and a solid operational structure.

### **Highlights**

- 20+ years of trading.
- Reputable wholesaler of air conditioning and heating products.
- Expertise in the provision of low carbon alternatives.
- Well-established manufacturing partnerships with prominent brands.
- Loyal and longstanding customer base of industry professionals.
- Highly knowledgeable and experienced team of staff.
- Organic growth from key customer base being augmented by shift into air source heat pumps.



## Financial Overview

Y/E: 31 Dec	2019	2020	2021	2022	2023 (F/C)
<b>Sales revenue</b>	<b>£7,669,258</b>	<b>£7,001,546</b>	<b>£7,672,272</b>	<b>£10,196,102</b>	<b>£11,200,000</b>
Gross profit	£1,649,069	£1,512,852	£1,515,910	£2,101,101	£2,296,000
<i>Percentage</i>	<i>22%</i>	<i>22%</i>	<i>20%</i>	<i>21%</i>	<i>21%</i>
<b>Adjusted EBITDA</b>	<b>£568,425</b>	<b>£468,240</b>	<b>£422,057</b>	<b>£814,274</b>	<b>£984,286</b>
<i>Percentage</i>	<i>7%</i>	<i>7%</i>	<i>6%</i>	<i>8%</i>	<i>9%</i>

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

## Offers Invited