



## HND424 –Logistics Monitoring & Security Systems Manufacturer For Sale –UK

An opportunity has arisen to purchase a manufacturer and distributor of logistics monitoring and security systems. Since its inception, the company has developed into a profitable niche specialist in the design, development, and commercialisation of a range of bespoke high margin mechanical, electrical and electronic devices, principally for operational monitoring and load security for the transport and logistics industry.

Throughout its many years of trading, this business has established a solid record for innovative product development. The company enjoys a thriving customer base across the UK and internationally, consisting of prominent retail chains, logistics companies, trailer builders and suppliers to the transport and logistics sectors.

The company also enjoys a range of well-established manufacturing, distribution and operations agreements with various suppliers.

The company's products are engineered and developed to be robust for commercial transport applications and have a market reputation for reliability. Core products are presented with environmental sustainability over single-use plastic alternatives at the forefront, and with product development and assembly techniques designed to incorporate recyclable materials and manufacturing methods.

The business benefits from a loyal and knowledgeable team of staff, forming an efficient operational structure as a basis for future growth. The company has identified several avenues for expansion, building on its reputation and record for refining existing products to cater to the leading-edge requirements of an evolving market for effective transport monitoring, safety and security.

### Highlights

- Longstanding trading record.
- Reputation for innovative product development.
- Cash generative business with high gross margins.
- Solid multinational customer base across retail, logistics and transport industries.
- Significant scope for growth through sales development of new and existing products.
- Proven experience, structure and systems for seamless distribution.
- Market-leading products within fleet logistics, commercial trailer manufacture and UK bus fleet sectors.



## Financial Overview

Y/E:	2019	2020	2021	2022	2023
<b>Sales revenue</b>	<b>£1,272,221</b>	<b>£1,129,668</b>	<b>£1,229,065</b>	<b>£1,237,758</b>	<b>£1,500,839</b>
Gross profit	£663,252	£601,271	£734,646	£654,225	£798,415
<i>Percentage</i>	52%	53%	60%	53%	53%
<b>Adjusted EBITDA</b>	<b>£256,525</b>	<b>£186,254</b>	<b>£308,400</b>	<b>£242,209</b>	<b>£328,498</b>
<i>Percentage</i>	20%	16%	25%	20%	22%

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

## Offers Invited