



HND501 – Distributor of Electronic PCB Manufacturing and Soldering Materials and Industrial Workwear For Sale – South West UK

An opportunity has arisen to purchase a UK based distributor in the South West of England providing electronic solder products and workwear across the UK and Europe.

Throughout its long trading history, the company has developed its current position as an established distributor to many industrial sectors including electronics, engineering, medical and transport. The company benefits from a large and diverse customer database that includes major company names; the customer database continues to grow with new account customers, web business and a busy trade counter.

This business offers a large selection of products for PCB assembly, from production level, R&D, to the hobbyist. Stock lines includes solders, fluxes, fume extraction, soldering equipment for PCB and heavy-duty metal fabrication, as well as hand tools and static control products.

The company is one of the UK's leading suppliers to the electronics industry of ESD static control clothing, to both EMS and OEMs across the UK. Its product range includes healthcare scrubs, PPE and general workwear for construction, transport and local trade businesses, and safety footwear. Supporting the range of workwear are an in-house embroidery and vinyl printing capabilities, offering a customisation service.

The business operates from a spacious industrial facility which incorporates two warehouses, multiple offices, a trade counter, and embroidery production area.

With an emphasis on efficient order processing and stock management, the business benefits from a dedicated team of staff focused on delivering high level of sales, customer service and technical support. This acquisition offers ample scope to expand the business in all sectors, to further broaden the customer database throughout the UK, both locally and nationally, and maximise European and Worldwide order potential.

Highlights

- Long trading history and ample scope for growth.
- Large, diverse customer base with recognised and prominent global brands.
- Comprehensive offering of PCB product lines and ESD clothing range.
- Well established and efficient orders and stock management processes.
- Large and well-structured premises with additional capacity for expansion.



Financial Overview

Y/E: 31 st March	2020	2021	2022	2023	2024 (f/c)
Sales revenue	£709,753	£686,445	£879,694	£1,121,029	£1,140,300
Gross profit	£266,558	£251,328	£367,843	£435,844	£437,081
<i>Percentage</i>	<i>38%</i>	<i>37%</i>	<i>42%</i>	<i>39%</i>	<i>38.3%</i>
Adjusted EBITDA	£84,923	£15,445	£84,709	£135,791	£149,329
<i>Percentage</i>	<i>12%</i>	<i>2%</i>	<i>10%</i>	<i>12%</i>	<i>13%</i>

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

Offers Invited