



## HOD728 – Window Supply and Installation Company For Sale – South East UK

An opportunity has arisen to acquire a seasoned specialist in the design and installation of UPVC and Aluminium windows, doors, and conservatories. Throughout its 20+ year trading history, this company has emerged as a highly reputable independent supplier, servicing a wide selection of commercial, trade and residential customers across London and Southeast England.

The company's extensive bespoke product range features solutions to fit any type of property, with options ranging from traditional to contemporary styles. Along with its uPVC and aluminium options, the company also provides replacement timber windows and sash windows to suit more traditional properties. The company also specialises in Energy Rated window options, in the form of A rated windows which use special low-emissions glass units. This range of products is endorsed by the British Fenestration Ratings Council (BFRC).

This business also provides a variety of door options, including composite doors, uPVC doors, French doors and patio doors. Its conservatory options encompass a number of styles including Victorian, Edwardian, Lean-to and Gable-Ended options.

This company has demonstrable ability to deliver projects to scale, with hundreds of successful projects carried out for commercial customers and large contractors. The quality of its work is assured, with a 10-year guarantee and optional insurance provided by the industry-leading Quality Assured National Warranty (QANW) Insurance scheme. The company also enjoys a range of recognised industry accreditations and professional memberships.

The business operates with a strong team of experienced and professional consultants and installers, ensuring that it delivers a full and seamless service, from initial consultation to installation and the provision of after sales care.

### Highlights

- 20 + year trading record.
- Customer base throughout London and Southeast England.
- Solid base of Commercial and Trade customers.
- Onsite Trade Counter.
- Established and professional team of consultants and installers.



## Financial Overview

F/Y:	2020	2021	2022	2023	2024
<b>Sales revenue</b>	<b>£2,410,641</b>	<b>£3,076,023</b>	<b>£3,424,430</b>	<b>£3,411,635</b>	<b>£3,440,610</b>
Gross profit	£575,289	£748,346	£903,248	£860,560	£1,071,121
<i>Percentage</i>	<i>24%</i>	<i>24%</i>	<i>26%</i>	<i>25%</i>	<i>31%</i>
<b>Adjusted EBITDA</b>	<b>£94,107</b>	<b>£338,091</b>	<b>£416,079</b>	<b>£370,540</b>	<b>£561,383</b>
<i>Percentage</i>	<i>4%</i>	<i>11%</i>	<i>12%</i>	<i>11%</i>	<i>16%</i>

- Directors' replacement cost is accounted for within the Adjusted EBITDA.
- Increase in EBITDA for 2024 is largely due to;
  - Project manager who left the business with no real effect on sales.
  - Better margins from housing associations.

## Offers Invited