



## HOD924 –IT Services Company For Sale UK- South West

An opportunity has arisen to acquire a reputable IT services company based along the M4 corridor with over 20 years of trading experience. The company has built and maintained a thriving, long-standing client base of businesses across a variety of sectors.

This company is known for its ability to develop high levels of trust with its clients, many of whom have been working in partnership with the company for over 20 years. This record for client retention has been achieved through the company's reputation for integrity and the consistent delivery of bespoke solutions for its roster of clients across various industries including manufacturing, retail, professional services and distribution.

The company delivers a comprehensive suite of IT Support services, accommodating the requirements of its business clients, from initial consultation, systems audits, IT Support Contracts and ongoing repairs and maintenance. As a Microsoft Certified Partner, the company's engineering team members are qualified to deploy a full range of Microsoft solutions for their clients. Other services include Telephony, Cloud Solutions, Cyber Security, Disaster Recovery, Structured Cabling and Data Backup.

The company benefits from a highly experienced and dedicated team of engineers with a record of longevity with the company and a focus on making a positive and impactful contribution to the company's growth and reputation for excellence.

### Highlights

- Loyal client base with partnership with company for 10 years or more.
- 25+ year trading record.
- Qualified and very experienced team of IT Engineers.
- Microsoft Certified Partners.
- Experienced engineering team, both on and offsite.
- 84% annual recurring revenue



## Financial Overview

F/Y:	2021	2022	2023	2024	2025 (F/C)
<b>Sales revenue</b>	<b>£711,686</b>	<b>£710,040</b>	<b>£1,024,001</b>	<b>£964,237</b>	<b>£970,000</b>
Gross profit	£443,293	£565,843	£589,527	£568,136	£575,000
<i>Percentage</i>	62%	80%	58%	59%	59%
<b>Adjusted EBITDA</b>	<b>£150,491</b>	<b>£267,225</b>	<b>£290,295</b>	<b>£256,260</b>	<b>£318,457</b>
<i>Percentage</i>	21%	38%	28%	27%	33%

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

## Offers Invited